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# Hardwood Record

LIBRARY  
NEW YORK  
BOTANICAL  
GARDEN

Thirteenth Year.  
Semi-monthly.

CHICAGO, OCTOBER 25, 1907.

Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

## C. L. WILLEY

MANUFACTURER OF

### Mahogany, Veneer

### HARDWOOD LUMBER

Office, Factory and Yards: **1225 Robey St.,**

BAND MILLS  
MEMPHIS, TENN.

(Telephone)  
Canal 930

**Chicago**

The life of our business is the production of

## RED GUM

properly manufactured and treated for every use, in accordance with methods developed by twenty-five years' experience.

### 30,000,000 Feet Per Year

**HIMMELBERGER-HARRISON LUMBER COMPANY**

Marion, Missouri

## Some of Our Claims for Your Recognition

A Company of High Financial Standing, Insuring Lumber Manufacturers and Dealers and Woodworkers Only.

Prompt and Satisfactory Adjustment of Losses.

Present Dividend to Policy Holders at Rate of \$35.00 on \$100.00 of Premium.

### THE LUMBER MUTUAL FIRE INSURANCE CO., OF BOSTON, MASS.

**141 MILK STREET**

### The Davidson-Benedict Company

NASHVILLE, TENNESSEE

Everything in

### Southern Hardwoods

POPLAR, CHESTNUT, ASH, OAK  
(Plain and Quartered.) Straight or Mixed Cuts.

DRESSED POPLAR ANY WAY YOU WANT IT. YOU GET WHAT YOU BUY FROM US. ASK FOR OUR DELIVERED PRICES, ANY RAILROAD POINT.

### THE ATLANTIC LUMBER CO.

2 Kilby St., BOSTON

Would like to talk to you about their large stock of Plain and Quartered

## WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU.

There are many advantages in having insurance in regularly incorporated stock companies. The stock companies specializing in lumber insurance are—

**Lumber Insurance Co. of New York**

84 William St., New York

**Adirondack Fire Insurance Co.**

84 William St., New York

**Toledo Fire and Marine Insurance Co.**

Sandusky, Ohio

COMBINED ASSETS OVER \$1,000,000.

For particulars address Lumber Insurers General Agency, Underwriting Managers, 84 William St., New York.



# Did You Say Hardwoods?

WRITE

## Cherry River Boom & Lumber Co.

SCRANTON, PENN.

BRANCH OFFICES;

BAND MILLS:

Land Title Bldg., PHILADELPHIA, PA. RICHWOOD, W.VA., CAMDEN-ON-GAULEY, W.VA.  
1 Madison Ave., NEW YORK, N. Y. HOLCOMB, W. VA.

DAILY CAPACITY 500,000 FEET

**"THE BEST LUMBER"**

## BETTER BUY BIRCH

WHILE THERE IS STILL  
A GOOD  
ASSORTMENT OF  
THICKNESSES AND  
GRADES

**G. W. JONES  
LUMBER CO.**

Appleton

Wisconsin

**THOMAS FORMAN CO.**  
DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

**Maple and Oak Flooring**

We desire to move promptly a large quantity of

13-16x1½" Clear Quarter Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed Red Oak Flooring.  
13-16x1½" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

### October Stock List

HARD MAPLE	BEECH	BASSWOOD
1 in. 1,000,000 ft.	1 in. 100,000 ft.	1 in. 300,000 ft.
1½ in. 100,000 ft.		
1½ in. 100,000 ft.	BIRCH	GRAY ELM
3 in. 50,000 ft.	1 in. 500,000 ft.	1 in. 300,000 ft.
4 in. 50,000 ft.	1½ in. 100,000 ft.	1½ in. 200,000 ft.
	2 in. 100,000 ft.	3 in. 200,000 ft.
	2½ in. 50,000 ft.	

**Kelley Lumber & Shingle Co.**  
Traverse City, Mich.



# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchells - Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, AUG. 13 1907

4-4 Birch, No. 2 Common and Better.....	40M
4-4 Birch and Cherry, No. 3 Common .....	40M
4-4 Gray Elm, No. 1 Common .....	8M
4-4 Gray Elm, No. 2 Common .....	20M
4-4 Gray Elm, No. 3 Common .....	84M
1x10 to 14 in. Hard Maple, 1s and 2s .....	49M
1x15 and up Hard Maple, 1s and 2s.....	24M
4-4 No. 3 Common Maple and Beech.....	500M

PLEASE SEND US YOUR INQUIRIES

**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS -CO.

MANUFACTURERS

**"CUMMER" MAPLE  
AND BEECH FLOORING**

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## The Cadillac Handle Co.

CADILLAC, MICHIGAN

We Offer For Sale

- 3 cars 4/4 Hard Maple, 1sts and 2nds, 10 to 15% No. 1 common in it.
- 7000' 4/4 Bird's-Eye Maple, guaranteed 75% 1sts and 2nds.
- 5 cars 5/4 Hard Maple, No. 1 and 2 common.
- 2 cars Maple and Beech dimension, 2" and over wide by 12, 18, 24, 30 and 36" long.
- 1 car 6/4x6/4 Maple and Beech dimension, 12, 18, 24, 30 and 36" long.
- 2 cars 4/4 Soft Elm, No. 2 common and better.
- 1 car 4/4 Soft Elm, No. 3 common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4;  
BIRCH—4/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

MANUFACTURED BY

**COBBS & MITCHELL, Inc.**

Cadillac, Michigan, Sept. 12th, 1907.

DRY STOCK.

4/4 Ash, No. 2 Common and Better....	24M
4/4 Ash, No. 3 Common.....	12M
4/4 Basswood No. 2 Common.....	80M
4/4 Birch, 1's and 2's, Red.....	6M
4/4 Birch and Cherry, No. 3 Common..	22M
4/4 Gray Elm, 1's and 2's.....	52M
4/4 Gray Elm, No. 1 and 2 Common...100M	
4/4 Gray Elm, No. 3.....	67M
6/4 Gray Elm, 1's and 2's.....	100M
6/4 Gray Elm, No. 1 and 2 Common...65M	
8/4 Gray Elm, 1's and 2's.....	150M
8/4 Gray Elm, No. 1 and 2 Common...55M	
12/4 Gray Elm, 1's and 2's.....	65M
4/4 Hard Maple, 1's and 2's.....	500M
4/4 Hard Maple, No. 1 and 2 Common.500M	
4/4 Hard Maple, No. 3 Common.....	150M

OUR OWN MANUFACTURE.



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





## Goodlander Robertson Lumber Co.

### Hardwood Lumber

Memphis, Tennessee

IF IT'S HARD TO GET, WRITE US

## Vestal Lumber & Mfg. Co.

Manufacturers and Wholesalers  
of all kinds of

### HARDWOODS

BEVELED SIDING A SPECIALTY.  
UNSURPASSED FACILITIES  
FOR DELIVERING.

Knoxville  
Tennessee

## ANDERSON-TULLY CO.

OFFER STOCK FOR SALE:

#### COTTONWOOD

100,000' 4/4x6" and up 1st & 2ds.  
40,000' 4/4x12" 1sts & 2ds  
30,000' 4/4x18" and up 1sts & 2ds  
100,000' 4/4x13" and up No. 1 com.  
50,000' 5/4x8" to 13" 1sts & 2ds  
100,000' 5/4x12 and 13" 1sts & 2ds  
75,000' 6/4x8" and up 1sts & 2ds  
150,000' 4/4x9 to 12" box boards  
100,000' 4/4x13 to 17" box boards

#### CYPRESS.

15,000' 4/4 1sts & 2ds  
90,000' 4/4 selects  
50,000' 4/4 shops

#### RED GUM.

150,000' 1/2x6" and up 1sts & 2ds  
125,000' 3/8x6" and up 1sts & 2ds  
50,000' 5/8x6" and up 1sts & 2ds  
100,000' 4/4x6" and up 1sts & 2ds  
100,000' 4/4 No. 1 common

#### SAP GUM

50,000' 1/2x6" and up 1sts & 2ds  
50,000' 3/4x6" and up 1sts & 2ds  
175,000' 1/2x6" and up 1sts & 2ds  
250,000' 4/4x6" to 12" 1sts & 2ds  
100,000' 4/4x13" to 16" 1sts & 2ds  
100,000' 4/4x16" to 21" 1sts & 2ds  
100,000' 4/4x22" and up 1sts & 2ds  
300,000' 4/4" No. 1 common  
300,000' 4/4" No. 2 common

#### RED OAK

150,000' 1/2" 1st & 2ds plain  
25,000' 3/4" 1st & 2ds plain  
75,000' 4/4" 1st & 2ds plain  
100,000' 4/4" No. 1 com. plain

#### WHITE OAK

50,000' 1/2" 1sts & 2ds plain  
50,000' 3/4" 1sts & 2ds plain  
50,000' 4/4" 1sts & 2ds plain

#### COFFIN BOARDS

15,000' 4/4x12" and up

MEMPHIS, TENNESSEE

## We Want to Move

200,000 ft. 4-4 1s & 2s Plain Red Oak  
25,000 ft. 5-8 No. 1 Com. Plain Red Oak.  
300,000 ft. 4-4 No. 1 Com. Plain Red Oak.  
200,000 ft. 4-4 No. 2 Com. Plain Red Oak.  
500,000 ft. 4-4 No. 1 Com. Plain White Oak.  
200,000 ft. 4-4 1s & 2s Quartered White Oak.  
And 12,000,000 ft. of other Southern Hardwoods.

LOVE, BOYD & CO.  
NASHVILLE, TENN.

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cottonwood, Poplar, Tupelo and Red Gum

SPECIALTY: THIN OAK and GUM

G. A. FARBER Tennessee Trust Building MEMPHIS, TENN.

## NEAL-DOLPH LUMBER CO.

Manufacturers Hardwood Lumber

RANDOLPH BUILDING

MEMPHIS, TENNESSEE

WE WILL TAKE CARE OF YOU

I. M. DARNELL, PRES.  
E. E. TAENZER, VICE-PRES.

F. C. ZUPKE, 2ND VICE-PRES.  
W. S. DARNELL, TREAS.-GEN. MGR.

# DARNELL-TAENZER LUMBER CO.

MEMPHIS, TENN.

MANUFACTURERS AND DEALERS IN HIGH-GRADE

## HARDWOOD LUMBER

BAND SAWN THIN STOCK A SPECIALTY

RED GUM  
WHITE OAK  
SAP GUM  
RED OAK, ASH  
CYPRESS  
POPLAR

I. M. DARNELL & SON CO.  
CONSOLIDATED  
E. E. TAENZER & CO.



# **FULLERTON-POWELL HARDWOOD LUMBER CO.**

OFFERS THE FOLLOWING STOCK  
FOR IMMEDIATE SHIPMENT

10 cars 1 in. 1st and 2nds Plain Red Oak  
2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
8 cars 2 in. No. 1 Common Sap Gum  
1 car 2 in. No. 2 Common Sap Gum  
18 cars 1 in. 1st and 2nds Cottonwood, 6 in. and wider  
3 cars 1 in. No. 1 Common Cottonwood

BRANCH OFFICES:

**CHICAGO, 1104 Chamber of Commerce**  
**MEMPHIS, TENN., 305 Tennessee Trust Bldg.**  
**MINNEAPOLIS, MINN., 305 Lumber Exchange**

Quotations  
cheerfully  
furnished

MAIN OFFICES

**South Bend, Ind.**

## **WEST VIRGINIA YELLOW POPLAR NORTH CAROLINA CORK WHITE PINE AND HARDWOOD**

DRY KILNS AND PLANING MILLS. ALL OUR MILLS RUN THE YEAR ROUND.  
SEND US YOUR INQUIRIES AND ORDERS.

# **W.M.Ritter Lumber Co.**

**COLUMBUS, OHIO**

Saw and Ship 100,000,000 Feet Yearly

Philadelphia Office, 1402 Land Title & Trust Bldg., Philadelphia, Pa.



# R. E. Wood Lumber Company

☐ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☐ We own our own stumpage and operate our own mills.

☐ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:  
CONTINENTAL BUILDING.**

**Baltimore, Maryland**

## THE CROSBY & BECKLEY CO.

Manufacturers and Wholesalers

**Oak, Poplar, Ash, Maple  
Chestnut, Gum, Bass**

ASSOCIATE COMPANIES:

The Holly Lumber Co., Pickens, W. Va.  
The Douglass & Walkley Co., Drew, Miss.

**Head Office: NEW HAVEN, CONN.**

DISTRIBUTING YARDS:

Columbus, Ohio,  
Evansville, Ind.

**Western Office: COLUMBUS, OHIO**

R. M. SMITH

J. H. P. SMITH

## R. M. SMITH & COMPANY

MANUFACTURERS OF

**WEST VIRGINIA HARDWOODS**

**PARKERSBURG, WEST VIRGINIA**

WE WANT TO MOVE { 1,500,000' of 4 to 16-4 1sts and 2nds, No. 1 and No. 2 Common Oak } SEND US YOUR INQUIRIES  
{ 1,000,000' of 4-4 sound wormy Chestnut }  
{ 300,000' of 4, 6 and 8-4 common and better Maple }

EASTERN OFFICE:

**1425-6 LAND TITLE BUILDING, PHILADELPHIA**

Band Mill: Orndoff, Webster County, W. Va.  
Planing Mill; Heaters, W. Va.

## SWANN-DAY LUMBER COMPANY

CLAY CITY, KENTUCKY

OFFER

# POPLAR

**Bevel Siding. Drop Siding. as well as Wide Poplar**

**Always a Large Stock on Hand**

**Prices are Yours for the Asking**



# THE EAST

BOSTON

NEW YORK

PHILADELPHIA

## SOBLE BROTHERS

### WHOLESALE LUMBER

Mills: Honaker, Va., Okeeta, Va. Specialties: Quartered White Oak, Poplar.  
Land Title Bldg., Philadelphia, Pa.

## H. D. WIGGIN

### 89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

## James & Abbot Company

### Lumber and Timber

No. 165 MILK ST., BOSTON, MASS., and GULFPORT, MISS.

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

## Wanted--Dimension Oak, Plain and Quartered,

White and Red. Send for specifications.

## Indiana Quartered Oak Co.

7 East 42nd Street, New York City

## ALBERT HAAS LUMBER CO.

BAND SAWED

### OAK AND RED GUM

POPLAR AND YELLOW PINE

ATLANTA - - - - GEORGIA

## GOVERNEUR E. SMITH

No. 17 BATTERY PLACE, NEW YORK

Southern and Pennsylvania Hardwoods—Oak,  
Ash, Chestnut, Maple and Birch

BRANCH OFFICE: No. 88 BROAD ST., BOSTO

## H. H. MAUS & CO., INC.

MANUFACTURERS

### HARDWOOD and YELLOW PINE.

Write us if you wish to buy or sell.

420 Walnut St., - - - PHILADELPHIA, PA.

## A Bird in Hand is Worth Two in the Bush

We have the following stock on hand, and lots more in the bush:

80,000 ft. 4/4 Tupelo Gum.  
52,000 ft. 4/4 Red Gum (Hazelwood).  
5 cars 4 4, 6 4 and 8 4 Common and Better  
Chestnut.  
13 cars 4/4, 6/4 and 8/4 Sound Wormy Chestnut.  
2,500,000 ft. 4 4 to 16 4 White Pine, all grades.

7 cars 4 4 Basswood No. 1 Common and 1s and 2s.  
4 cars 4 4 White Oak No. 1 Common and 1s and 2s.  
9 cars 4 4, 5 4, 6 4 and 8 4 Red Oak No. 1 Com.  
and 1s and 2s.  
3,000,000 to 4,000,000 feet all grades and thick-  
nesses, Soft Yellow Poplar.

We want your inquiries for North Carolina Pine.

Tough White Oak cut to order for shipbuilding and railroad work

## SCHOFIELD BROTHERS

Penna. Building

PHILADELPHIA, PA.

## JONES HARDWOOD CO.

INCORPORATED

WANTS: Poplar, Plain Oak, 33 BROAD STREET  
Quartered Oak and Cypress. BOSTON, MASSACHUSETTS

Manufacturers please send stock lists and prices.

## JOHN L. ALCOCK & CO.

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
shipment. Spot cash.

Baltimore, Md.

THE BUFFALO MAPLE FLOORING CO.  
MANUFACTURERS OF  
MICHIGAN ROCK MAPLE AND OAK FLOORING  
BUFFALO, NEW YORK

## Holloway Lumber Company

### WHOLESALE HARDWOODS

In the market for all thicknesses of  
OAK, ASH and CHESTNUT.

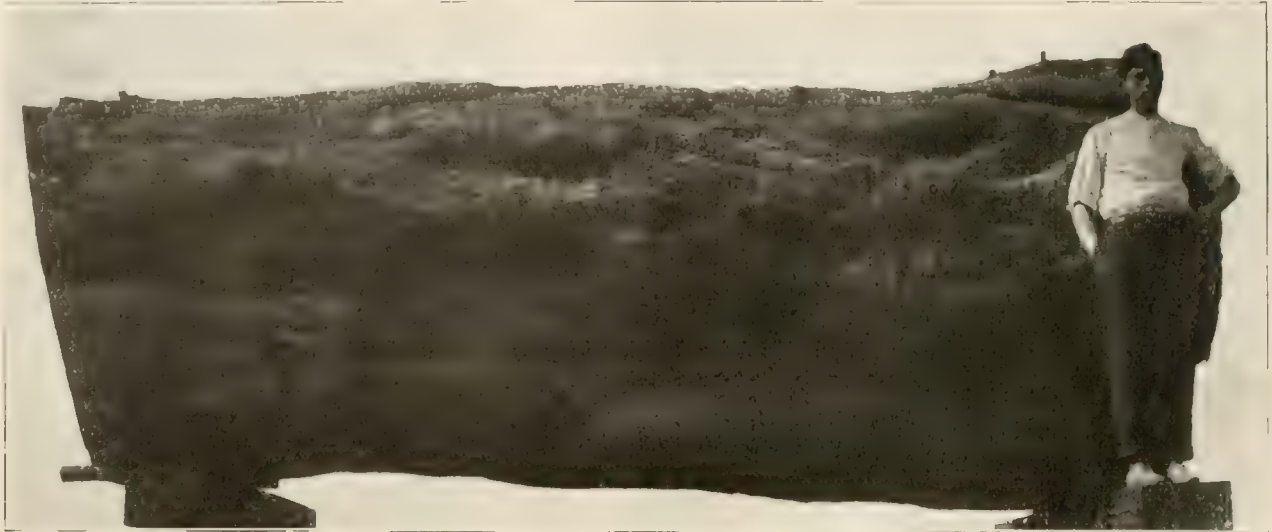
312 Arcade Building  
PHILADELPHIA



# C. C. MENGEL & BRO. CO. Incorporated

LOUISVILLE, KY.

**Mahogany Lumber and Veneers**



A Large Highly Figured Mahogany Log Just Received from Mengel's Honduras Works.  
Value \$10,000.00

**MILLS:**  
NEW ALBANY, IND.  
(HIGHLAND PARK) LOUISVILLE

**DR. C. E. RIDER, President**  
**W. A. McLEAN, V.P. & Gen'l. Mgr.**  
**ANGUS McLEAN, Sec'y-Treas.**

## **WOOD MOSAIC FLOORING AND LUMBER COMPANY**

**MANUFACTURERS OF**

# **Choice Indiana White Oak**

**A GOOD STOCK, PROMPT SHIPMENTS,**

**Personal supervision from timber purchase to delivery of your kind of Stock**

**NEW ALBANY, IND.**



# WILLIAM WHITMER & SONS, Inc.

ALWAYS IN THE MARKET FOR STOCKS OF  
WELL MANUFACTURED

## HARDWOODS

BRANCHES:  
NEW YORK, BOSTON, PITTSBURG

MAIN OFFICES:  
GIRARD TRUST BUILDING, PHILADELPHIA

# D. G. COURTNEY

MANUFACTURER OF

Car and  
Railroad  
Timbers

## Yellow Poplar Oak & Chestnut

Oak  
Coop-  
erage

CHARLESTON, WEST VIRGINIA

Our Timber Holdings are located exclusively in the finest sections of West Virginia growth. Modern mills and perfect manufacture. Standard and uniform grades.

We seek the trade of wood-working factories who want a dependable lumber supply and fair treatment.

Just now we want to move 4/4 No. 1, No. 2 and No. 3 Common Oak.

# PAEPCKE-LEICHT LUMBER COMPANY

MANUFACTURERS OF

## COTTONWOOD GUM AND OTHER HARDWOODS

Large stocks of well seasoned Lumber always carried at our yards and mills.

General Offices: 140 W. Chicago Ave., CHICAGO. Mills: Cairo, Ill., Marked Tree, Ark., Greenville, Miss., Arkansas City, Ark., Blytheville, Ark.



## Quartered Oak Flooring

Manufactured for

**HIGHEST CLASS** of trade only.

Also Plain Oak, Maple and other Hardwood flooring.

The name **DWIGHT** on flooring is a guarantee of its excellence.

**DWIGHT SPECIAL** pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

**DWIGHT LUMBER COMPANY**  
DETROIT, MICHIGAN

## Special Orders

We have, at various times, spoken of our facilities to fill special orders. We wish to emphasize this point that we take the greatest pleasure in filling orders which are hard to tackle.

Our perfect organization keeps us in touch with sources of supply for every kind of timber grown in this and other countries.

If you want a special wood for manufacturing, or other purposes, we can get it for you, if it is gettable for money.

We want your inquiries for things out of the common, as well as your orders for all regular stocks. We will try to merit your continued patronage.

Anything doing just now?

**J. Gibson McIlvain & Co.**

56th to 58th Sts. and Woodland Ave.  
City Offices, 1420 Chestnut St.

Philadelphia, Pa.

## Phila. Veneer & Lumber Co.

OFFICE 817 NORTH FIFTH STREET, PHILADELPHIA, PA.

MILLS KNOXVILLE, TENN.

--- DRY ---

2 cars 5/8 Qtd. White Oak Com. and better wide run.

1 car 1/2 Qtd. White Oak Com.

4 cars 4/4 S. Cull and S. W. Chestnut.

2 cars 5/4 S. Cull and S. W. Chestnut.

2 cars 4/4 Com. and better Chestnut.

1 car 5/4 Com. and better Chestnut.

1 car 5/4 1st and 2nd Bass.

6 cars 5/4, 6/4 and 8/4 Com. and better Pl. Oak

2 cars 4/4 No. 1 Com. Pl. Oak.

4 cars 4/4 No. 2 Com. Pl. Oak.

6 cars 4/4 No. 2 Com. Qtd. Oak

Sliced and sawed Qtd. Oak Veneers.

Can ship immediately, as we have L. & N. and S. Ry. tracks.

## RYAN-LUSK LUMBER CO. CAIRO, ILLS.

SOUTHERN HARDWOODS

WE WANT TO MOVE

250,000 4/4 Common and Better Gum.

250,000 5/4 1st and 2nd Sap Gum

## DUDLEY LUMBER CO., Grand Rapids, Mich.

WE WANT TO MOVE

600,000 feet 4/4, 5/4 and 6/4 Log Run Birch on Grade

500,000 feet 4/4, 5/4 and 6/4 Hard Maple on Grade

Good stock Grey Elm, Red and White Oak, Cherry, Basswood and Ash.  
Yards at Grand Rapids and Memphis.

ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

## PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the world. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND



**American Hardwood Lumber Co.**

14,000,000 ft. Hardwood Lumber

YARDS AT BENTON ARK. NEW ORLEANS LA. ST. LOUIS, MO.,  
DICKSON, TENN.**Steele & Hibbard Lumber Co.**North Broadway and Dock Streets, St. Louis, Mo.  
Wholesale Manufacturers, Dealers and Shippers**ASH, CYPRESS, MAHOGANY, OAK, POPLAR, &c.**Wills: Yazoo City, Miss.; McGregor, Ark.; England, Ark.;  
Dermott, Ark.; O'Hara, La.; Dexter, Mo.**Garetson-Greaseon Lumber Co.**

1001-1015 Times Building

ST. LOUIS

Manufacturers of

**SOUTHERN HARDWOODS**

LARGE CONTRACTS SOLICITED

**MASSENGALE LUMBER CO., ST. LOUIS**

Manufacturers and dealers in

**HARDWOODS**In the market to buy and sell OAK, POPLAR, ASH, CYPRESS  
Large stock dry lumber always on hand**W. R. CHIVVIS,** Lesperance Street and Iron  
Mountain Railroad,  
ST. LOUIS, MO.**WHOLESALE HARDWOODS****BLACK WALNUT LUMBER MY SPECIALTY.** Always in the market to buy  
Walnut and Cherry Lumber. Pay spot cash and take up at shipping  
point when amounts justify.**S. L. EASTMAN FLOORING CO.**

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

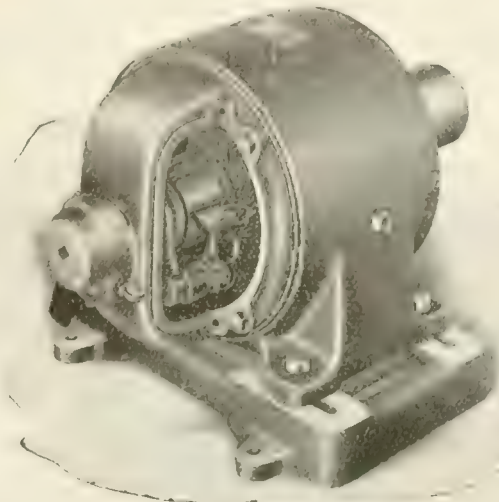
WE MANUFACTURE, BUY AND SELL

**POPLAR, CYPRESS, OAK,  
ASH, COTTONWOOD.**

WRITE US

**PLUMMER LUMBER CO.**

St. Louis

**General Electric Company****The Motor of Merit**

CQ Motor of Merit for Constant Speeds

For the maker of Machinery and the user of  
Machinery this**M**OTOR  
EANS  
ORE  
ONEY

Its simplicity is evident - this means minimum expense for repairs.

Its reliability is unquestionable - this means no delays from break-down.

Its size depends on the work to be done - its cost is proportionate.

The General Electric Company has a motor for every service, a controller for every motor, and engineers to combine them properly for any work.

**Principal Office: Schenectady, N. Y.**

Chicago Office, Monadnock Building.

Sales Offices in all Large Cities.



## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name "IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

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## LUMBERMEN

Give us some of your

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## OAK FLOORING

Kiln Dried

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*There is no Flooring better made.*

"ARTHUR BRAND"

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**HARDWOOD FLOORING**

ARTHUR HARDWOOD FLOORING CO.  
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*There is no better Flooring made.*

## Just to Remind You

That we are manufacturers of the celebrated

**Wolverine Brand  
Maple Flooring**

"There is none better."

Bored, polished, end and edge matched, lays with every joint even. Largest sales in the history of maple flooring. May we have your order?

**BLISS & VAN AUKEN**  
SAGINAW W. S., MICH.

WE ARE OFFERING

## TIMBER LAND 6% BONDS

Secured by first mortgage on Southern timber lands at less than 50 per cent of their present market value. Issued by large, well established, responsible lumber companies. Full particulars will be mailed on request.

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## Mosby, Denison & Co.

MANUFACTURERS OF

**COTTONWOOD  
GUM  
ASH, ELM**

Large Stock on Hand

HELENA, ARKANSAS

## "Michigan" Maple Flooring

Our model factory is equipped with the highest class tools and appliances made for Flooring production.

We produce our lumber from the best rock Maple area in Michigan and have 20 years' supply.

Our brand "Michigan" is a guaranty of quality. Perfect mill work and excellent grades distinguish our Flooring and our prices are reasonable.

**WARD BROS., Big Rapids, Mich.**



# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, OCTOBER 25, 1907.

No. 1.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

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7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

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In the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
In all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### NATIONAL HICKORY ASSOCIATION.

Secretary Fred A. Curtis announces a meeting of this association at the Auditorium Annex, Chicago, on Friday, Nov. 1.

### HANDLE MANUFACTURERS' ASSOCIATION

A meeting of this association to perfect permanent organization and to adopt new rules governing handle grading will be held at the Grand Hotel, Indianapolis, Wednesday, Nov. 20.

### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this association will be held at the Auditorium Hotel, Chicago, Wednesday and Thursday, Dec. 18 and 19, for the election of officers and the transaction of other important business.

### General Market Conditions.

Without regard to the Wall Street mix-up of the last few days, which has had comparatively little effect on the legitimate business of the country, there is no gainsaying the fact that the general lumber business is quiet. Hardwoods are in infinitely better shape than yellow pine. Pacific coast woods or the northern softwoods, but this is not saying very much. The large buyers of the country are hedging. They are not making advance purchases, and the few orders that are placed by them are simply for present and exigent needs. This has its effect on the small buyers, who are making purchases of the hand-to-mouth variety, with the general result the country over, notably in the large trade centers, that the lumber business in all forms is slow and dragging.

It must needs be recalled that speculative building in the large cities has ceased for the present. Building reports show a material falling off for the month over the same period a year ago. Such construction as is going on is largely made up of steel and concrete, and lumber commodities are eliminated to a very considerable extent. There still seems to be a multitude of small work and repair work, which in the aggregate is consuming a large quantity of miscellaneous material, as well as interior finish, hardwood flooring, etc.

The furniture trade is in fair shape. While the demand is not startlingly large, there is a steady call on the furniture factories which aggregates more than normal. Interior finish and flooring factories are fairly busy. The trade in veneers and panels shows somewhat of a decline, but the older houses with an established trade seem to be having about all they can do.

### The Waning Hardwood Supply.

In another section of the HARDWOOD RECORD will be found an extremely interesting and important article under the above title, prepared by William I. Hall of the United States Forest Service. It is not only a detailed exposition of the present status of hardwood lumber production, but a plea for the prompt and careful conservation of the great Appalachian forests, which he regards as the only possible source and solution of future supply. These mountains contain the largest bodies of hardwood timber left in the country; among them grow the greatest variety of tree species anywhere to be found; they are practically useless for agricultural purposes, and properly protected from fire and reckless cutting, they show a marked tendency to rapidly reproduce depleted timber; the quality of the material is of the finest, since the soil and climate combine to make heavy stands and rapid growth. However, damage to this wonderful region has been so great that it will be years before it will again reach a high state of productiveness, under the most conservative and expert management. Until such time as it does, hardwood lumber manufacture must steadily decline, and within the next fifteen years it is predicted that the shortage will be seriously felt.

### The Handle Association.

The Committee on Permanent Organization of the handle manufacturers of America, authorized at the meeting held in Chicago Oct. 8, is busily engaged in attempting to secure a large membership for the proposed association. The meeting on permanent organization will take place at the Grand Hotel, Indianapolis, Wednesday, Nov. 20.

Copies of the proposed constitution and by-laws have been forwarded to more than 600 handle manufacturers throughout the country, together with application blanks for membership in the association. Responses in the way of signed applications and indorsements and \$10 checks for membership dues, in case the permanent organization is formed, have been received in sufficient volume by the secretary of the committee to guarantee the future of such an organization. However, in volume of applications, as compared to numbers interested in the industry, there are comparatively few.

If the handle manufacturers of the United States are really interested in the betterment of the conditions surround-



ing their trade, is voiced by more than 200 letters promising financial and moral support of the movement, they soon get to the point promptly with their applications for membership and fees for the first year's annual dues, and plan to be present at the Indianapolis meeting and to then take share toward furthering this cause. Even today, whose interest in handle production is very strong, can surely afford to pay \$10 for the benefit which is sure to arise from an association aiming at the betterment of trade conditions.

The matter of payment importance which will be threshed out at the meeting is the establishment of standard grades for the various kinds of handles. As the matter stands today a large number of jobbers are encouraging the small manufacturers to sell them cut-grade handles at cut prices, to enable them to undersell jobbers buying straight grades. This is having an exceedingly demoralizing effect upon the handle business, and the foremost manufacturers regard the correction of this evil of more importance than the advancement of prices.

### The Wall Street Mix-Up.

Within the last few days, as a result of frenzied financial methods among the handlers of cash and wind, half a dozen bank presidents have been deposed and successors elected. The clearing house committee of the metropolis has got to the center and protected the weaker banks and there is every prospect of tiding over the flurry without any serious disturbances to the general financial condition of the country.

In less than ten months of this year \$3,000,000,000 in market value have been wrung from the securities that furnish the life blood of Wall Street. These securities involve the ownership of railroad, industrial, mining and other properties extending over the length and breadth of the United States. The Street banking on the securities loaned is in the deepest depths of gloom over this shrinkage. New York has been on the verge of a panic induced by the discovery that reckless and plunging speculators have been playing fast and loose with the funds of some of its banks. The officers and directors of one bank after another have been kicked into the street.

With the country at large the situation is distinctly different. The country is not "busted" or even on the high road to the poorhouse. Based on actual properties rather than these "securities," the country is prosperous and serene. In the copper, iron and steel industries it is true there is hesitation, but general conditions are good. There should be little fear for the future. Crops, while not quite up to the average of recent banner years in volume, are bringing higher prices and are of greater total value, and the world is furnishing a ready market. Conservative figures place the value of the produce of the farms of the country this year at the enormous sum of \$6,500,000,000. Some estimates are higher. The furnaces and the mines have produced other billions, and the country at large is not in Wall Street's predicament. It is rich, and growing richer, and the poverty of the narrow alley that runs from Trinity church to the East river disturbs only a very small percentage of the general population.

The country is all right!

### Adjustment of Fire Losses.

The attitude of some of the prominent lumber fire insurance companies in the adjustment of losses suffered by manufacturers from time to time, is well defined in two interesting articles published in a late issue of Lumber Insurance, a pamphlet issued regularly by the Lumber Insurers' General Agency of New York. One of these articles is reprinted in full in another section of the RECORD.

The agency is underwriting manager for three large lumber insurance companies which, as far as is known, are the only ones to openly declare their position in the adjustment of such losses. Almost without exception adjusters for general fire insurance companies seek to determine the cash value of the stock destroyed by finding out from the books of the assured the actual cost of production, contending that the "cash value" which their policies agree to pay in case of

loss must not be construed as market value, but rather merely what it has cost the manufacturer to produce the lumber destroyed. One article throws considerable light upon the legal status of the case, and points out that there is no justification for the position usually adopted by general fire insurance adjusters.

An instance may be cited which well illustrates the attitude assumed by the average company, regarding this determination to estimate "cash value" from cost of production. A prominent West Virginia lumber concern recently suffered extensive losses by fire, and the attorney for this house asserts that out of twenty-five insurance companies approached on the adjustment question, only three regarded it in anything like the proper light. Hence suit was commenced against the remaining twenty-two. Of course no lumber specializing company was included in this "unfair list."

This liberal position of the specializing lumber insurance companies with regard to the settlement of lumber losses on the basis of market value is one of the strongest points in their favor, and is bound to make them popular with lumber manufacturers, both large and small. It is safe to predict, in consequence, that if the general fire insurance companies would hold their business with this class of risks, they will, sooner or later have to fall in line.

### Famine Ahead.

Under the above title the great national weekly, Collier's, epitomizes the timber situation. Every word of the presentation is true and it is an excellent thing that at least a few of the leaders of thought in this country, outside the lumber press, are intelligent enough to comprehend the true state of affairs and assist in crystallizing public sentiment in regard to the necessity of the preservation and expansion of the life of the forest resources of the nation.

Not soon, but already a timber famine is here, and worse, and steadily worse, faces us as each year passes. Americans use more wood per capita than any other people on the earth. They use more per capita each year than they used the year before. By destruction of our forests, streams have deteriorated, droughts and floods increased the climate rendered more extreme, the value of the soil lessened. According to the best figures thus far to be had, the present rate of cutting, with the present rate of growth, would abolish our forests utterly by about the year 1930. Cutting must be regulated. Growth must be increased. The National Government and the few active States should have an enthusiastic support in every effort to hurry forward this, the most pressing step in the preservation of our resources. The iron question can wait. Even the coal question can wait. The forest situation must be met. Not should the forward movement flag until our forests are sufficient to feed our streams and regulate our climate, otherwise we shall be foolish for our selves and but unworthy ancestors to those who must meet the problems of existence when we of 1907 are but a memory of the past.

Although in most respects an exceedingly practical people, Americans sometimes allow their confidence in the great resources of this country to blind them to the need of guarding against the day of exhaustion. This has been particularly true with reference to the forests, and although repeatedly warned by the far-seeing, still they have not fully awakened to the urgent need of guarding existing timberlands and providing for the future by replanting. Thus it behooves those few who do comprehend the situation to keep harping away on this topic until it becomes a matter of common knowledge and understanding.

Any observant American traveling over the continent of Europe will hardly fail to see and hear what has been done in the old world along this line, and thus recognize the great possibilities of the United States. Fortunately the enthusiasm of the Forestry Bureau is at last beginning to bear fruit, and large areas in the far West have been withdrawn from private entry and are now giving promise of augmenting the timber supply within a few years. However, it is a grievous error to shoulder everything upon the government, for in spite of what it may do for the protection of the forests, it will be seriously handicapped if the masses do not appreciate the urgent importance of coming to the fore with that private enterprise, support, intelligence and public spirit which have often in other lines achieved such magnificent results.



## Pert, Pertinent and Impertinent.

### She Wants to Know.

There's nothing that you ought to hnd  
 A sympathy interest  
 Not yet in having shady kin  
 A sympathy interest  
 There's nothing that you ought to hnd  
 A sympathy interest  
 Not yet in having shady kin  
 A sympathy interest

There's nothing that you ought to hnd  
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 A sympathy interest

## What Kind of Fisherman Are You?



### Fable of the Two Fishermen.

Once upon a time two men went a-fishing. It was a fine day and the fishing was good.

One of these men was very much interested in Wall Street news. He kept thoroughly posted on the prices of stocks and bonds while waiting for a bite. He read and shook his head and predicted the country was going to the demdition bow-wows. He was so busy reading he neglected to bait his hook, and failed to change the water in his bait can, so all his minnows died. He didn't catch any fish.

The other man tended strictly to his fishing. He kept his hook baited and he frequently gave his minnows fresh water. He enjoyed a fine day's sport and carried home a long string of fish.

### Moral and Application.

You can neither catch fish without bait nor without tending to to your fishing. Many lumbermen regulate their business by Wall Street financial reports. When there is a flurry in the crooked alley they don't try to do any business and lose sight of the fact that their expense account is going on all the time. The manufacturer or merchant who keeps his business up to the point of prosperity is the man who governs his affairs by conditions in his own line of trade and not by what is happening in the stock market. Right now is a time when the wise lumberman should keep his hook baited and tend strictly to the business of manufacturing and selling lumber. Wall Street news is of no consequence to the wise lumberman.

### Rude Awakening.

During the courtship a man doesn't realize how near a girl is to him, but when her bids begin to come after marriage, he gets wise.

### Bathing Suits, Etc.

Many a poor man has been made poorer by his wife's notion for making nothing out of something.

### They're Satisfied.

Don't waste sympathy on bachelors and spinsters; pictures they look at you and think they're a star.

### Works Both Ways.

A girl shaves to look older; a man to grow younger.

### All Alike.

It's funny that the lady who stays away from the door close its door and as soon as it's open

### Remember.

Our readers are told to remember our motto: *Don't waste sympathy on bachelors and spinsters.*



# AMERICAN FOREST TREES.

SIXTY-THIRD PAPER.

## Red or Slippery Elm.

*Ulmus rubra* Michx.

Red or Slippery elm ranges in growth from the lower St. Lawrence river through Ontario westward and south to North Dakota and Nebraska; through western Florida, central Alabama, Mississippi and Texas, in the latter state along the San Antonio river.

The tree is known as slippery elm in Vermont, New Hampshire, Massachusetts, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Florida, Alabama, Georgia, Mississippi, Louisiana, Texas, Kentucky, Missouri, Kansas, Nebraska, Ohio, Illinois, Indiana, Wisconsin, Michigan, Iowa, Minnesota and Ontario; red elm in Vermont, Massachusetts, New York, Delaware, Pennsylvania, West Virginia, South Carolina, Alabama, Mississippi, Louisiana, Texas, Arkansas, Kentucky, Missouri, Illinois, Kansas, Nebraska, Iowa, Ohio, Ontario, Wisconsin, Michigan and Minnesota; rock elm and red-wooded elm in Tennessee; orme gras in Louisiana; to the aborigines of New York the tree was known as oo-hoosk-ah—literally, "it slips."

In shape the head of slippery elm is broad and flat, with spreading branches. It grows to a height of from sixty to seventy feet, the trunk having a diameter of about two feet. The stout branchlets are bright green and pubescent when first appearing, becoming lighter in summer, and gray or brown by their first winter. The inner bark of the tree is white and mucilaginous, while the outer is thick and divided by shallow fissures, covered by scales. The former is sold in various forms by chemists, and its properties are medicinal and demulcent, having special value in certain acute febrile and inflammatory affections.

In her usual fanciful way Louis berry says: "There is something intensely human in the desire to chew, to chew the end of meditation; and when in the open country one meets a boy with a certain fidgetious expression and wagging jaws it is good evidence that somewhere in his rambles he has met with the slippery elm tree. Should his pockets be turned inside out there would also be a chance of finding a quantity of its fragrant inner bark stored away for future disposal. To chew this gummy, slippery substance is not, perhaps, the smallest item in his enjoyment as he carelessly breathes the

summer air or gazes at a cloudless sky. Unfortunately this innate desire of the boy is often gratified at the tree's expense. In fact it is almost impossible to protect it from him, when it is cultivated as an ornament in parks and its identity is known."

The leaf-buds of slippery elm are large and round, while the leaf itself is much

pear-shaped, covered with numberless rust-colored hairs.

The flowers grow on short pedicels in rounded clusters, and when dried emit a delicate fragrance. The stamens have slender yellow filaments and dark red anthers, while the stigmas are purplish red, with soft white hairs. The fruit ripens when the leaves are about half-grown; it is rounded or wedge-shaped at the base, and contained between united wings.

The wood of slippery elm is heavy, strong and hard, durable and close-grained; the heartwood is abundant and is dark reddish-brown, the thin sapwood being lighter in color. It is used for fence posts, and lasts a long time in contact with the soil. Railway ties, sills, hubs and parts of agriculture implements are also constructed from it. A cubic foot of seasoned wood weighs approximately forty-three pounds.

The illustration accompanying this article shows a fine specimen of slippery elm, and was made from a photograph loaned the HARDWOOD RECORD by William H. Freeman, secretary of the Indiana State Board of Forestry. Very often when standing by itself the tree spreads out irregularly, presenting an unsymmetrical and ungainly appearance; when in a stand with other trees, however, it is influenced by them to form a straighter, more evenly branching trunk.

## Errors in Tree Planting.

The following paragraphs cited by Forestry and Irrigation as being the most frequent errors made by amateurs in nursery work, contain good logical points and are worthy of consideration by all interested in this subject.

Setting a tree in hard ground, without sufficiently pulverizing the soil.

Planting a tree in a hole of insufficient size, whereby the young roots, not able to penetrate the hard earth, turn back and coil about the tree as in a flower pot.

Planting trees and failing to cultivate them so that the rain can not penetrate the soil but runs off.

Allowing grass and weeds to grow, these surface feeders absorbing all moisture.

Too close planting, which causes suppression of growth, is the most prevalent cause of failure.

Any of these practices will stunt the growth of trees by preventing proper extension of roots.



TYPICAL FOREST GROWTH SLIPPERY ELM, INDIANA

larger than that of the common elm, often measuring six or seven inches in length. In shape it is ovate-oblong, terminating in a slender point, rounded at the base on one side, but often slanting sharply away from the petiole on the other. The leaf is sharply serrate, the teeth pointing towards the apex. It is exceedingly rough and harsh on the upper surface, but pubescent and soft below. The surface under a magnifying glass ap-









DR. G. W. EARLE

HERMANVILLE, MICH.

# Builders of Lumber History.

NUMBER LIV.

George W. Earle, M. D.

(See *Portrait Supplement*.)

George W. Earle, one of the best known lumbermen of Michigan, was born at Truxton, N. Y., October 9, 1849. He is of Scotch and English parentage, and his ancestors acquitted themselves bravely in the early wars with which this country was afflicted. Dr. Earle's father was a farmer and contractor, a man of great energy. He came West on railroad business in 1853 and soon afterward placed George in school at Belvidere, Ill., where he remained until he was 12 years old. His ambition and independence began to assert itself at that early age, and he insisted on striking out for himself during the holidays of 1861, although his relatives strongly opposed him. He tramped over the country roads from Belvidere to Rock county, Wisconsin, where he "hired out" to a farmer for his board and lodging, and remained until the following spring. He then renewed his contract, this time receiving his board and \$5 a month additional, for eight months, when he was able to attend school for a winter season, and after paying expenses he found that he had just \$5 remaining from his savings. In 1863 the farmer who employed him removed to Iowa and took young Earle with him. For two years longer he worked at this pursuit and then commenced to teach school, continuing his own education under a private tutor, during outside hours, and spending his vacations in the fields. In 1868 he returned East to enter school, but this devotion to study and constant activity in one line or another commenced to tell upon his health, and he was advised to stay out of school. He entered a sash and door factory operated by Blanchard & Bartlett, at Binghamton, N. Y. He mastered all the details of the work in a short time and familiarized himself with the conduct of the business. The compensation which he believed he earned was not forthcoming, however, and, having completely recovered his health, Dr. Earle took up the study of medicine at the Buffalo Medical College. He graduated in 1872 at the head of the class, and received his diploma at the hands of Millard Filmore, then chancellor of the institution.

The young physician began his first professional work at Tully, N. Y., where he soon built up a large and lucrative practice. He became prominent not only among the medical fraternity, but in municipal affairs in his district, and occupied several positions of public trust. However, he had entered this new field with the same enthusiasm and strenuous effort which have always characterized his work in whatever line he undertook, and again his health began to suffer. He went to Europe and remained several months. While there he met

Miss Lou May, daughter of F. J. May, of Fond du Lac, Wis., in 1888. Two children were born to them.

Upon returning to the United States not greatly improved in health, Dr. Earle considered it unwise for him to reënter the practice of medicine, and he accordingly removed to Hermansville, Mich., and became a stockholder in the plant of the Wisconsin Land & Lumber Company at that point. He devoted some little time to learning generalities about the operations of the concern, largely because he believed the work would help him physically and occupy time which ought not to be devoted to study. His idea was to remain there a few months at most.

Within sixty days of his removal to Hermansville, however, the company, which, with several allied concerns, had become involved in financial difficulties, collapsed utterly, with slim prospects of ever again redeeming itself. Immense debts hung over it and the difficulties which beset it seemed almost in-



FOLIAGE AND FRUIT OF SLIPPERY ELM

surmountable. The receiver and principal creditors urged Dr. Earle to assume control of affairs and endeavor to pull the heavy load out of the mire, for, although they realized that he had almost no knowledge of the lumber business, they recognized his clear-headedness and well-balanced abilities. Thereupon the concern was reorganized and struggled along under his guidance for several years. Dr. Earle, against the advice of counsellors and friends, eventually assuming the principal indebtedness and entire management. He was elected president of the company, and the late Philetus Sawyer, of Oshkosh, Wis., as vice-president and chief financial support. After five years more all indebtedness was discharged and the company was incorporated; several faithful employees who had stayed with it during adversity were rewarded in a substantial manner and taken in as stockholders.

esting surplus earnings in timber lands, of which his house now owns about 60,000 acres; when cut over it is sold to settlers. The chief product of the plant of the Wisconsin Land & Lumber Company is its famous I X L maple flooring—which is unexcelled. In addition large quantities of birch, basswood and other hardwoods are manufactured, and all the stock which leaves the plant at Hermansville is as well manufactured as it is possible for up-to-date equipment and modern methods to do the work.

To the coöperation of his assistants in this uphill feat which he has accomplished Dr. Earle lays a large measure of his success. E. P. Radford is vice-president and superintendent of the company's operations; A. J. Kraemer, resident salesman; F. J. Lang, sales manager, and Julius Shack, factory superintendent.

Dr. Earle is a believer in association work, and still retains his membership in one or two medical fraternities; he has served as president of the Maple Flooring Manufacturers' Association, which embraces about 90 per cent of the country's output, and is interested to some extent in Pacific coast woods. He is president of the Soo Lumber Company and a director in the First Metropolitan Bank, of Fond du Lac.

The Wisconsin Land and Lumber Company is the center of industrial life in the community about Hermansville; it owns about 150 houses, in which its employees reside, a general merchandise store, market, etc., as well as the great flooring factory, shingle mill, two large saw mills and a logging railroad with four locomotives and all necessary equipment. It owns a machine shop and there constructs most of the special machinery which is used in making the IXL flooring. The entire process of flooring manufacture in this plant is said to be different from that pursued anywhere else, even the timber being cut with a view to the processes through which it will afterward pass. In all departments the Wisconsin Land & Lumber Company does an annual business aggregating more than \$1,000,000. It purchases immense quantities of hardwood stumpage as well as timbered lands, and the locality in which its operations are conducted is rich in hardwood forests. Its future today is in striking contrast to the outlook when Dr. Earle assumed charge of affairs, imbued with the determination "to do or die."

Thus we have the life story of a man who has climbed from the very bottom of the ladder to the very top—not by luck, not by choice nor special fitness for the work he took in hand, but forced into a difficult situation from which he triumphantly extricated himself and those dependent upon him. A glance at the clear-cut, strong face of Dr. Earle, as pictured here, will reveal the qualities which made this possible.





## The Waning Hardwood Supply.

The Hardwood Production of 1899, according to the census, was 3,607,000 feet. In 1906 it had fallen to 3,546,668 feet, a decrease of 1.7 per cent. This decrease was produced by a general war. American hardwoods selling at twice the price of foreign hardwoods was the strongest reason ever known for every class of structural material; when the output of pig iron increased 15 per cent, that of cement 132.17 per cent, and even that of softwood timber 15.6 per cent.

That the decrease is due to diminished supply rather than to lessened demand seems to be proved beyond question. During the same period the wholesale price of various classes of hardwoods had advanced from 25 to 65 per cent; every kind of hardwood found in quantity sufficient to make it useful has been put on the market, and hardwood timber is now being cut in every state and every locality where it exists in quantity large enough to be cut with profit. These conditions could not prevail were the decrease in production due to a falling off in demand.

The most notable shrinkage has been in the leading hardwoods to which the public has been long accustomed.

Oak, which in 1899 furnished over half the entire output of hardwood lumber, fell off 36.5 per cent. Yellow poplar, which in 1899 was second among hardwoods in quantity produced, fell off 37.9 per cent. Elm, the great standard in slack cooperage, went down 50.8 per cent. Cottonwood and ash, largely used in many industries, lost, respectively, 36.4 and 29.3 per cent.

Statistics show clearly three important points: First, several of the most important hardwoods are fast being exhausted. Second, the cut has increased in less known and less abundant woods. Maple increased 39.4 per cent and rose to second place in the list. Red gum gained 59 per cent and advanced from seventh to fourth place. Chestnut and birch have increased tremendously, and beech and tupelo have been prominently introduced. Third, although almost all possible new woods have been brought into use there has been a shrinkage in the total output of 15.3 per cent.

An examination of figures from certain states in which hardwood production has centered in the past shows a condition almost startling. Ohio, with a cut of 918 million feet in 1899, had fallen to 433 million in 1906; Indiana, with 976 million feet in 1899, had fallen to 446 million, and Tennessee's 862 million fell to 535 million.

The supply in Indiana and Ohio, the original center of hardwood production, will soon be practically exhausted; the cut is now widely distributed and is heavy in every state where there are even small bodies of hardwoods.

Together with Illinois, Ohio and Indiana produced 25 per cent of the hardwood in 1899. In 1906 they produced only 14 per

cent. If the hardwoods of these states are even maintain the standing they have, their many wood-using establishments, which are now hard pressed for supplies, will exhaust their remaining remnants within a few years. The land which bore this timber, as fast as it was cleared, was turned to agricultural use, for which most of it is well suited. The improved farm lands of Indiana increased 10.4 per cent between 1890 and 1900; those of Ohio, 4.9 per cent. In both states there is some waste land which will continue in timber and turn out local supplies, but not enough to have any considerable effect on the country's hardwood supply.

States not thought of in former years for their hardwoods are now turning out considerable quantities. Maine, with a cut of 29 million feet in 1899, went to 73 million in 1906; New Hampshire turned out 60 million in 1906 as against 23 million in 1899. Even Oregon, Montana, and other western states came into the list with unexpected amounts. In all of the states west of the Mississippi valley the supply is small and can never become much of a factor.

The depressing thing is that we are bringing hardwoods from far and near, and still the cut is going down.

The main production is now in the lake states, especially Michigan and Wisconsin, the lower Mississippi valley, and the Appalachian mountains. What are the conditions in these regions?

The three lake states furnished 18 per cent of the hardwood cut in 1906, as against 16 per cent in 1899. This percentage increase does not mean a real increase. On the contrary, every one of the lake states fell off, though altogether their cut did not decrease in proportion to that of the rest of the country. The figures seem to indicate unmistakably that their maximum production has been reached. If this is true, then their decline in the future is likely to be almost as rapid as that of Ohio and Indiana, because of the nearness of many large hardwood-using industries which will make heavy demands upon the supply. This is now the supply nearest to many of the great plants in Illinois, Indiana and Ohio.

The hardwoods in the lake states stand upon good loam soil which, though stony in places, produces the finest of grasses. Where arable, this soil yields good crops of hay and potatoes, and in some localities grain and fruit. So invariably do the hardwoods indicate good soil that they are one of the most common means of land classification. And since hardwood land always means good soil, land from which hardwoods are cut does not revert to the state, as has been frequently the case with pine land, especially in Michigan. The hardwood land is held until it can be sold to farmers who clear it and turn it permanently to agricultural use, for which, as in Ohio and Indiana, it is fundamentally suited.

the first part of the state to be cleared, and is now the backbone of Michigan's agriculture. Just as fast as the hardwoods, even in the northern peninsula, are cut the land will be settled for farming. The same is true of Wisconsin and Minnesota. The ad-

supply and the transformation of their hardwood lands into farms are apparently the only results to be expected.

The states of the lower Mississippi valley, including Missouri, Arkansas, Texas, Louisiana and Mississippi, produced in 1899 1,203,914,000 feet, or 14 per cent of the entire output, of hardwood lumber. In 1906 they produced 1,252,604,000 feet, or 17 per cent of the country's output. The percentage gain, it will be seen, represents a very slight absolute gain. Missouri and Texas declined somewhat, while Arkansas, Mississippi and Louisiana made considerable increase. The figures indicate that this group of states has nearly, if not quite, reached its maximum cut. In these states, following the rule already noticed, the hardwoods are found on very fertile soil. They center in the lowlands—the river bottoms and the swamps. On account of their great fertility these lands are now desired for farming, and clearing, and even drainage where necessary, are being hastened in order to turn them to the production of cotton, corn and other crops. An exception, of course, exists in the Ozark mountains of Missouri and Arkansas, certain portions of which are better adapted to hardwood timber than to other uses. Such areas are relatively small. In the main, those mountains have a climate and a soil which adapt them to fruit growing, for which the Ozark section has already become noted. In common with the whole lower Mississippi valley, this region must be expected to change largely from a timbered to an agricultural condition.

The states which are here considered to form the Appalachian group are as follows: Maine, New Hampshire, Vermont, Massachusetts, New York, Pennsylvania, Maryland, West Virginia, Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia and Alabama. They turned out in 1899, 3,607,000 feet of hardwood, which was 42 per cent of the total cut. In 1906 they produced 3,546,668,000 feet, or 48 per cent. They thus increased their proportion 6 per cent, although they actually fell off 121 million feet.

While but small parts of several of these states lie in the mountains, it is true of the region as a whole that the bulk of the hardwood timber is now to be found in the mountains. The Appalachian mountains must have fully half of the country's present supply of hardwood, in spite of the fact that heavy cutting has been going on in them for over a hundred years.

There are two main reasons why this region has borne such heavy cutting and still continues so much of the supply. First,



first place, the mountains are nonagricultural. There has been no wholesale tendency to clear them for farming. Profitable farming exists, as a rule, only in the valleys and on the lower slopes. Many sporadic attempts have been made to farm the higher mountains, especially in the southern Appalachians, but the farms have been small and generally unprofitable. After the pioneers' patience or endurance has been exhausted the forest has slowly crept back and reclaimed the land, from which it never should have been removed.

In the second place, inaccessibility accounts for the continued forest character of the Appalachian region. With the low prices which prevailed until a few years ago, it did not pay to bring the timber down from the higher mountains. So it was allowed to remain.

While other causes may have had local influence, these conditions in the main account for the fact that the Appalachians have maintained their hardwood production. Nevertheless, some of the Appalachian states have gone back badly. Kentucky and Tennessee show heavy declines. In these states the lumbermen have gone farther and farther into the forest, until, even in the most inaccessible parts, little virgin growth remains.

It is only in the extreme portions of the mountains that the cut has held up or increased. Maine, New Hampshire and Vermont in the North, and North Carolina in the South, show increased cuts. Not one of these states, however, shows anything like the production that Ohio, Indiana, Kentucky or Tennessee has shown in the past.

The plain truth is that in the Appalachians, as in the other regions, the hardwood lumbermen are working upon the remnants. The supply is getting short and the end is coming into sight.

In view of existing situation, it is important to consider as closely as possible how long the hardwood supply will last. To reach any conclusion on this point we must know, approximately, how much hardwood we are using yearly, and we must know or estimate the available supply.

While we know within reasonably close limits how much hardwood is used for the manufacture of lumber, we do not know how much is cut for other purposes. Enormous quantities are required each year for railroad ties, telephone and other poles, piles, fence posts, and fuel, and a great amount is wasted in lumbering and manufacture. The present lumber cut of 7½ billion feet represents probably not one-third of the hardwoods yearly used; 25 billion feet yearly is certainly not a high estimate.

The amount of standing hardwoods is still more uncertain. There has been no census of standing timber, and there have been but few estimates. The largest estimate sets the figure for hardwoods at 400 billion feet. If we are using hardwoods at the rate of 25 billion feet per year, this would mean sixteen years' supply. The conditions during

the past few years suggest no reason for increasing this estimate. A distinct difference exists between the softwood and the hardwood situation. The supply of softwoods east of the Mississippi is running low almost as fast as that of hardwoods. Of softwoods, however, a large supply exists on the Pacific Coast, which will suffice for a number of years after the eastern supply is exhausted. There is no hardwood supply in the far West. When the supply in the central and eastern states is gone there will be no other source to which to turn.

Only within the last eight years have prices begun to reflect the dwindling supply, though the immoderate cutting away of this resource has been going on for decades.

Considering the impoverished supply and the tremendous demands on the part of all the industries for timber, there is nothing surprising about the increase, which seems not quite to have kept pace with the increasing prices of softwoods. This is rather remarkable in view of the shorter supply, but is probably due to the fact that softwoods, forming the main bulk of the lumber supply, have led in establishing prices.

Along with the increase of prices there has been an almost constant, and an entirely necessary, relaxation of the rules by which lumber is graded and sold. The latest and most significant change is that made by the National Hardwood Lumber Association at its meeting in Atlantic City in May, 1907. Heretofore only even lengths, such as 6, 8, and 10 and 12 feet have been upon the market. The changed rules allow even lengths down to 4 feet and 15 per cent of odd lengths above 4 feet. Smaller standards of thickness are also allowed. Many other equally significant changes are included. It emphasizes the fact that we are down to the rock bottom, and require every sound piece of hardwood lumber that can be put upon the market.

Several great industries use hardwood timber mainly or almost exclusively for their raw material. Notable in this list are hardwood lumber manufacturing, the cooperage, furniture, and vehicle industries, and the industries engaged in the manufacture of musical instruments, coffins, and small woodenware. All of these would suffer greatly and some would fail entirely upon the exhaustion of the hardwood supply. Other industries, such as the manufacture of agricultural implements, freight and passenger cars, boxes and crates, use immense quantities of hardwood.

Hardwood lumber manufacture affords an example of the damage already done. It has been shown how hardwood lumber production in Ohio was cut down over one-half between 1899 and 1906. The decrease in products between 1900 and 1905, according to census reports, amounted to \$7,212,345, or 57.4 per cent, and the rank of the industry in the state fell from the fourth to the twentieth place. The number of employees fell from 10,689 to 6,442, or 40 per cent.

In Indiana during the same period the

lumber industry fell from the third to the eighth place; the value of products decreased 27.1 per cent; the number of wage-earners decreased 42.6 per cent, and the wages paid decreased 36.6 per cent.

Lumber manufacturing is the first among the industries to feel the blight of an exhausted timber supply. When the local supply ceases this industry must stop. Most other industries which use hardwoods can go on, bringing their supplies from a distance. Only with the failure of the entire supply are they seriously damaged.

In much the same way the cooperage industry must be near the forest. Slack cooperage employs a great number of hardwoods and is distributed through many states. Tight cooperage makes use of the best grades of white oak almost exclusively and centers in Kentucky and Tennessee. The pressure of the timber supply is already heavy on this industry. If the oak supply should fail, the tight cooperage industry will largely cease, and some other container for liquids will have to be found to replace wood. As yet little progress has been made in securing substitutes for the oak cask and barrel.

The manufacture of furniture probably calls for more hardwood than any other industry, and employs hardwood almost exclusively as raw material. In 1905 there were 2,482 furniture establishments in the United States, with a capital of \$153,000,000 and an annual product valued at \$170,000,000. In reports made to the Forest Service 538 of these establishments reported the annual use of 580 million feet of lumber. It seems probable that the industry requires upward of 20 per cent of the entire hardwood production. The public is so much accustomed to hardwood furniture that furniture of any other material would not be acceptable. Failure of the hardwood supply would doubtless terminate the furniture industry as it is now carried on.

As in furniture, hardwood is the chief material in the manufacture of musical instruments, especially pianos and organs. Maple, poplar, elm, oak, chestnut and basswood are most largely used. Foreign woods are used only for veneers, for which purpose large quantities are not required.

In 1905 there were in the United States 5,143 establishments for the manufacture of vehicles, with a capital of \$149,000,000 and a yearly product of \$155,000,000. No industry stands in a more threatened position, so far as supply is concerned, than the manufacture of wagons and carriages. It requires the best hardwoods, and even now these are obtained with extreme difficulty. Hickory and oak are used in the largest quantities, and vehicle manufacturers believe that the hickory supply of the country cannot last over ten years longer. Attempts to substitute other woods or other materials for hickory in vehicle manufacture have largely failed. The vehicle industry, like the furniture industry, cannot exist on its present basis without hardwood timber.

Metal has to some extent taken the place of wood in farm implements, but surprisingly large quantities of hardwood are still used. Recent reports from 167 manufacturers show the use of 212,613,000 feet of lumber annually, by far the larger part of which is hardwood. Since in 1905 there were 648 manufacturing establishments in the United States, the quantity used must really be very great. Hardwood will undoubtedly be used in this industry as long as it is available.

Our building has required, and still requires an enormous amount of hardwood material. Though steel is being employed more largely than in the past in the construction of both freight and passenger cars, the great majority of both classes of cars are still made of wood and the specifications of the railroads indicate that much of the timber used is hardwood.

Hardwoods have been, and still are, most essential for railroad ties. Half of the hundred million ties used yearly are of hardwood. Hundreds of patents exist for ties of other material. None has commended itself to railroads as a general substitute for the wooden tie. Very large quantities of hardwood are likewise used for bridges and trestlework.

The pole lines of the country have also called for a great deal of hardwood timber. Every year the demand is increasing. No other material has proved satisfactory for the support of the network of wires which now binds together every part of the country.

House finishing, including interior woodwork, doors, window sashes, stair work, and mantels consumes each year a great deal of hardwood. For durability and acceptability hardwood finds here one of its most desirable uses. In well built houses in many parts of the country hardwood finishing is almost as commonly found as is hardwood furniture.

From this it is readily seen that if the hardwood timber supply were to be speedily exhausted the great industries which now depend upon it would be severely crippled or ruined. To consider how important these are, take, for instance, the state of Illinois. Though Illinois is not known as an important hardwood lumber state, it is second only to New York in hardwood manufacturing industries. In these industries Illinois has invested, according to the census of 1905, a capital of \$148,115,805—almost one fifth of the total capital invested in manufacturing. It employs 59,844 wage-earners, and it turned out, in 1905, a product valued at \$139,970,599, or 12 per cent of the total value of manufactured products.

A general failure in crops may affect industrial conditions for a few years—a failure in the hardwood supply would be a blight upon our industries through more than a generation.

The situation in brief is this: We have apparently about a fifteen years' supply of hardwood lumber now ready to cut. Of

the four great hardwood regions, the Ohio valley states have been almost completely turned into agricultural states, and the lake states and the lower Mississippi valley are rapidly following their example.

In the Appalachian mountains we have extensive hardwood lands which have been culled and greatly damaged by fire. These are practically all in private lands, and while they contain a large amount of inferior young timber, they are receiving little or no protection, and even such young timber as exists is making but slight growth. Even if these cut-over lands be rightly managed they cannot greatly increase their yield of merchantable timber inside of from thirty to forty years.

There is sure to be a gap between the supply which exists and the supply which will have to be provided. How large that gap will be depends upon how soon and how effectively we begin to make provision for the future supply. The present indications are that in spite of the best we can do there will be a shortage of hardwoods running through at least fifteen years. How acute that shortage may become and how serious a check it will put upon the industries concerned cannot now be foretold. That it will strike at the very foundation of some of the country's most important industries is unquestionable. This much is true beyond doubt, that we are dangerously near a hardwood famine and have made no provision against it. It is important to seek diligently the best means to avert it, or if that is not wholly possible, to reduce its injuries to the minimum.

There seems to be but one practical solution, and that is to maintain permanently under a proper system of forestry a sufficient area of hardwood land to produce by growth a large proportion of the hardwood timber which the nation requires.

Where is this land to be found? Not in the Ohio valley, the lake states, or the Mississippi valley, for the reasons already given. It is to be found in the Appalachian mountains. They bear the greatest variety of species and the best remaining hardwood growth anywhere to be found. Freed from their enemies—fire and unwise cutting—their forests readily reproduce the best kinds of timber. Outside of local areas of the Pacific Coast nowhere else is forest growth so rapid. Even land cleared and farmed to the complete exhaustion of its soil will in this region in time reclothe itself with forests, if only it is protected.

Field estimates by counties show that south of Pennsylvania there are in the Appalachians 58 million acres of forest land, practically all of which is covered by hardwood and over 85 per cent of which is in a cut-over or culled condition. Including the mountains of Pennsylvania, New York, and New England it is probably safe to estimate that the entire Appalachian area includes as much as 75 million acres primarily adapted for hardwood timber. Only a very small part of this is still in virgin growth. By

far the great part of it has been cut over, and some of it has been cleared.

Well managed and protected from fire, this area has enormous producing powers. Studies by the Forest Service of average virgin and cut-over lands in eastern Tennessee show that under protection these lands are capable of producing 50 cubic feet of wood per acre annually. Even taking the production as 40 cubic feet, this means for the area of 75 million acres a possible annual production of 3 billion cubic feet.

How does this compare with the annual requirements? The 25 billion feet, board measure, used annually (allowing a product of 8 feet B. M. for each cubic foot, which is believed to be not too high under present utilization) represents a little over 3 billion cubic feet. This is just about equal to the amount which the Appalachian forest is capable of producing. When it is remembered that the Appalachians will probably not be called upon to furnish more than three-fourths of the total supply, it is clear that there is a good margin of safety. Therefore, if the Appalachian forests are rightly managed and taken soon enough, they will insure continuously the hardwood supply of the country, and do it without exhausting the forest. In fact, it can be done so that the systematic treatment will at the same time improve the forest.

Much of the Appalachian forest has been so damaged that years will be required for it to reach again a high state of productivity. Its present average production is probably not over 10 cubic feet per acre per year. The increase would of course be gradual and it would be slow at first. It would be some time before it could average the 40 cubic feet per acre used in the above estimate. Until it does we can expect a shortage in hardwood timber. The longer the delay in putting this forest under control, the longer continued and more extreme will be the shortage.

#### Sullivan-Sanford Mill.

The sawmill plant of the Sullivan-Sanford Lumber Company at Naples, Tex., has just been completed. It will manufacture hardwoods from about 40,000 acres of land in the Sulphur river bottom. The mill contains some unique features and is equipped with the newest and best machinery on the market. The log yard contains 1,500 feet of double track and has storage room for logs sufficient to run the mill during the rainy season, as logging can only be carried on for about eight months of the year.

The officers of the company are S. R. Sanford, president; M. H. Sullivan, vice-president; D. F. Sullivan, secretary and treasurer; the latter will have his headquarters at Naples. F. W. Baxter, formerly president of the Tennessee Coal and Iron Company, is also interested. Mr. Sanford was formerly of the Sanford Lumber Company of Caryville, Fla., and the Messrs. Sullivan of the Sullivan Timber Company of Pensacola, Fla. The company was organized about a year ago with a capital of \$750,000.

The Fisher Cypress Company of Monroe, La., has been incorporated with \$100,000 in stock by L. L. Fisher and others to operate a sawmill, shingle mill and wood drying plant.



## Figured Walnut.



CHOICE LOT OF FIGURED WALNUT LOGS AND BURLS READY FOR SHIPMENT

One of the illustrations accompanying this article represents a full carload of figured wood, consisting of nineteen black walnut burls and twelve figured logs that were grubbed. The fact that these nineteen pieces were genuine burls, possessing rare value and not swirls or bark grown knots, with which they are sometimes confused, was the real merit of the collection and made it quite remarkable. A true walnut burl, while it is not the most valuable wood known, ranks high as to its commercial value, both on account of its rarity and its beauty of figure. Sometimes it is the perfection of a log, coupled with the art and ingenuity of man that

produces the attractiveness, as in quartered oak, where the medullary rays are taken advantage of to produce a very beautiful effect and gives unusual values to the wood. In burls, such as we have shown here, it is different. They are distortions of the grain, which is curled or twisted out of its natural position. They are freaks of nature—a disease which causes or creates the rare value.

There are a multitude of kinds belonging to the family of burls, and they are found on many different kinds of trees, notably, ash, oak, yew, amboyne, thuya and the big sequoia of the Pacific coast. They are larger, however, in proportion to the size of the tree, and are more common to walnut than any other variety. All walnut burls have a certain similarity to each other, but are unlike those in any other kind of timber. Sometimes a very large burl will be found at the base of a small tree, and in such cases the burl is the more valuable on account of the lesser amount of straight wood it will contain. I remember one instance of obtaining a walnut burl that weighed 1,780 pounds, and was sixteen feet in circumference and a little over five feet in diameter. It was sound, healthy growing wood, well proportioned and very similar in shape to a stone cutter's mallet. The tree on which it grew was not over eight inches in diameter just above the burl, and appeared stunted and sickly. It was doubtless dying a slow lingering death from being robbed of a necessary amount of nourishment by the predominating vitality of the burl. It had outgrown the tree, which was dwindling and scrawny, and looked like a mere sapling growing out of the huge round mass of wood. This particular piece of wood was an exception, as to quality of figure and also value, yet it was not prized very highly by its original owner, an old German, on whose land it was found.

When he was asked what he would take for it, in an unconcerned sort of a way, he said: "Dot beeg knot none goot, mine poys try to dig him out mine way vonce already, he runs up giust mit mine plow. I bees glad you take him out mit mine corn field, you pays me nottings." The old German was persuaded to accept a dollar for the tree, and it was taken off his premises at once, and was soon afterwards sold on board the car at Yates Center, Kan., for 10 cents per pound in the rough, and brought \$178. Some of the boys could not resist the pleasure of relating this to the old German the first time he came to town, and he jumped straight up in the air and said, "Mine Got, dot vas goot not; me swindled him out by dam Yankee." All burls are not such a lucky find, however, as this, for it is largely a matter of chance as to their value.



A FINE BLACK WALNUT BURL WEIGHING 2,000 POUNDS



BLOCK OF BURL WOOD SHOWING SPINOSE SURFACE.





A WOODS SCENE IN EASTERN KANSAS. 95 PER CENT OF THE TREES ARE BLACK WALNUT OF GOOD SIZE.

The cause of burls has never, so far as I know, been fully determined, but it is probable that they are started by the sting of an insect, a bruise or some other mishap befalling the tree while it is young, by which the flow of the sap is partially diverted from its proper channels to the burl and thus is built up this peculiar abnormal growth, sometimes called a timber wart, but which is more appropriately termed a wood tumor. The walnut variety is more frequent in localities where the timber is of a stunted or rugged nature and a thin or more scanty stand, and less frequent where the trees are larger, more thrifty and their boles more magnificent in proportions. For this and other reasons I am led to believe the hunter for figured walnut who extends his explorations to the woodlands near the western terminations of the timber belt between the Mississippi and the prairie regions of Kansas and Oklahoma is more handsomely remunerated, both as to quantity of wood and strength of figure, than he who prospects only in the more heavily wooded localities farther east.

The largest one of the nineteen burls represented in the picture weighed 1,500 pounds and the smallest 275 pounds, and their aggregate weight was 12,695 pounds. The highest price received was 16 cents per pound for one piece weighing 950 pounds or \$152, and the lowest price received was 3½ cents per pound for two pieces which weighed together 840 pounds and brought \$29.40, and the average price received for the entire lot was 8½ cents per pound or \$1,079.07. These burls would have yielded even better returns than this if the majority of them had been cut differently. Two or three feet of the log just above the burl, even if the tree is not figured, usually partakes more or less of the same figure as the burl and should have been left. This would increase the size of the sheet of veneer that could be produced. The cutter's experience in getting out this kind of timber, as usual, was quite limited, and for this reason they made the mistake of cutting the logs off close up to the swell or bulge of the burl. This reduced the size and

also the price of the veneer. This lot of figured wood was sold to different parties and at different times. Several of the best pieces were sent to London and possibly may find their way back to this country under the label of French burl or Circassian walnut.

In this car of wood was represented in good strong outline samples of the complete list of all kinds of figure known to walnut. Some of the logs were from very old trees, and the wood presented a mottled appearance on a glossy dark groundwork ranging from almost jet black to the lighter shades of brown or chocolate color, which gave them an extravagant value. Others displayed all the wave and delicate veining from a close fiddle back to the longer and more desirable waves. The blister, the shell figure and the beautiful roll curl were represented. The rare pitted figure, called bird's-eye, and the various forms of stump wrinkle. Every shade and variety and strange and dainty pattern and combination of lines common to this higher class veneer wood was found in this lot. This carload was selected from a bunch of several hundred logs that were cut for export and delivered to Eldorado, the county seat of Butler county, Kansas, and were the product of the woodlands along the big Walnut river, and the burls were gathered up in the surrounding country. Eldorado is situated 150 miles west of the east line and sixty miles north of the south line of Kansas, and would therefore seem almost out of the timber belt, but such is not the fact. There are large bodies of timber along all of these western

streams, and it is the walnut that actually predominates, although there is a great deal of other kinds of hardwoods common to the west.

The stand of walnut exhibited in the illustration accompanying this article is in Eastern Kansas. About 95 per cent of the trees are black walnut, running from 5 to 7 feet in circumference, breast high. This is all straight timber, with probably 40 or 50 such trees to the acre and is a fair sample of the walnut of this territory. Some fine figured wood has been taken from this stand.

Most of the old veterans, the aboriginal growth of walnut, have long since been cut out by the early settlers of the country and later by parties dealing in export walnut logs. Trees of smaller sizes have been left from year to year, and there is now a vast crop of this second growth walnut all over the western country that has grown up from saplings within the last fifty or sixty years, and they are now about ready to harvest. This timber has attained a size that will produce logs running from ten to twenty-four inches in diameter, clean, straight and thin sap for young trees. In many places all the timber has been removed except the walnut, and in some cases it has been trimmed and thinned out and the little stunted trees cut down, leaving a solid grove of beautiful walnuts, sometimes containing as many as seventy-five or eighty trees to the acre large enough to be profitably converted into lumber.

J. V. HAMILTON.

## Hardwood Insect-Proof Chests.

Unless one takes the time to investigate carefully one can hardly realize what strenuous efforts are being constantly made by chest manufacturers to design and construct a chest which shall be proof against all insects. In the Philippine islands moth-proof chest makers simply use the hard camphor woods. The odor of camphor alone drives moths, and in fact nearly all other pests away. In Cuba they turn out so-called moth-proof hardwood chests by a certain system

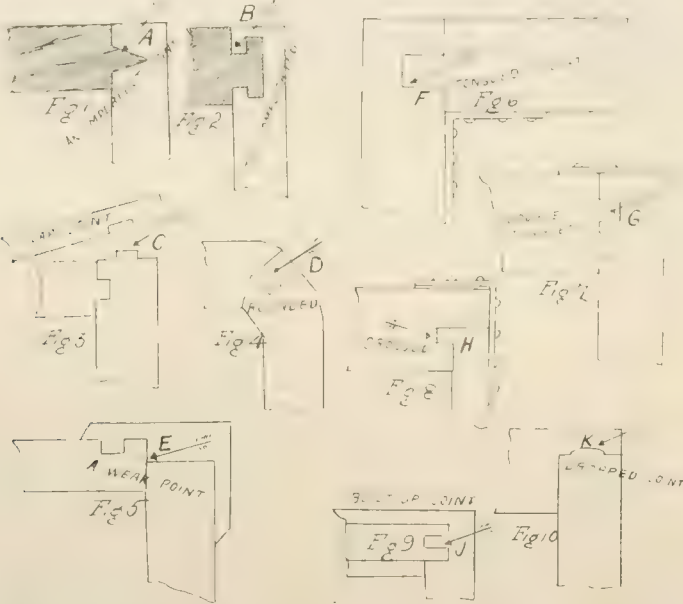
of dovetailing the corners of the boxes. In other countries they adopt other ways.

The hardwood chest makers of the United States have made a study of this work, with the result that those of the present time are of superior quality, as well as effective against the hordes of pests. In the matter of avoiding the moth there is no better way than to use perfectly constructed chests on a base. There are an abundance of camphor balls and other kinds of insect killing pow-



ders available for distribution among the contents of chests, but the chest itself ought to be insect proof. In modern times the householder almost invariably possesses one or more hardwood chests for storage purposes in the attic. There is, at present, a very good demand for chests with ornamental trimmings. Some of them are fitted up for use in hallways. Bronze trimmings set off a chest of this kind to good advantage. The parts composing the wood structure are dovetailed and tongued to form a tight joint. The moth has the ability of getting through minute crevices, hence the liberal use of glue

with the interior and exterior cut rounding. By having rounded corners inside there is no liability of foreign matter finding a lodging place. A box with rounded corners can be kept cleaner. The juncture is effected with the tongue and groove as at D. Fig. 5 exhibits an odd plan. The corners are cut as shown in the diagram and joined up. Then the additional piece is sawed out and campt on with glue, cement and set screws. But a weak point prevails at the juncture of the body boards, E. Therefore, after the boxes are used a little time, the union strained open at D permits the entry of insects.



and cement when putting up the joints is advisable.

The attached drawings have been made from imperfect and perfect joints seen in common use by the moth-proof hardwood chest makers of this and other countries. In Fig. 1 is shown a crude form of joint, made by putting a pointed tongue on the end of the board which fits into a groove cut into the contacting board at A. In almost every case like this the bevelled sides opened just enough to permit the passage of the enterprising moth. Even if well connected this joint seldom holds its own. Some corner joints are made as in Fig. 2. This takes considerable time and labor in grooving the joint to form the lock, as at B. A joint to be made like this requires special selection of stock, special care in cutting and special effort in cementing and finishing. This joint may be made quite moth-proof, but is not popular, owing to its complicated character.

Fig. 3 shows another plan of combating insects at the joints of chest corners. A supplementary flap joint is dropped on as shown. The corners are babbitted in the usual way, and in order to get a further security the end is beaded as at C, and this beaded line joins into the corresponding groove of the flap piece. The flap piece is screwed securely to the body of the box, extending about four inches from either edge. Then in Fig. 4 is one of the rounded type, babbitting together

a snug fit with screws. If the thinner sheet metal is employed a closer fit can be had. Fig. 7 is the same plan reproduced with a double tongue joint at G instead of a single one, and with the re-enforcing sheet metal nailed on the outside. The trouble is that sheet metal corners are often not securely tacked. There are open spaces where the insect can squeeze into the box, oftentimes through the joint. But if the edges of the sheet metal are closely and regularly nailed with tiny round-headed brass nails the edges of the sheet metal will be very snug to the surface of the wood.

A crossed style of jointing the corners of a moth-proof hardwood chest is shown in Fig. 8, in which H designates the point of juncture. This joint, too, is provided with exterior coating of thin metal closely wire-nailed to the wooden surfaces of the corners. So-called built up joints in moth-proof chests are common, and all manner of styles are used. Often building up is entirely unwarranted. Sometimes it consists of a series of thicknesses of wood, carefully planned and adjusted to effect what seems to be and what ought to be a moth-proof joint. The first thing the maker knows, however, the pests have a passage way. Fig. 9 shows one of these built-up connections. The usual babbitting occurs at J. Then an interior and perhaps an exterior piece is cemented, glued or closely-nailed on. A combination of many separate pieces is often seen in one of these joints. Much depends upon getting the jaws tight and the clamping effective. I have seen very effective joints rendered useless, due to poorly adjusted parts. On the other hand, some of the plainest joints, bearded for a drop, as in Fig. 10, at K, are made exceptionally tight and lasting, due to good setting. It is a good plan to use special glue or cement liberally in these joints, although very good joints are often made with common glue and sometimes without either cement or glue. If the parts are cut right, and the surfaces are smooth, the joints will require no filling matter, and will be snug with the usual fastening contrivances properly employed.

## News Miscellany.

### "Cost of Production" vs. "Market Value"

Under the title of "On What Basis of Value Shall Insurance Companies Pay for Burned Lumber?" Lumber Insurance, a paper published by the Lumber Insurers' General Agency, under writing managers of the Lumber Insurance Company of New York, the Adirondack Fire Insurance Company and the Toledo Fire & Marine Insurance Company, presents a very interesting article which is herewith reproduced for the benefit of the many who are anxious to see some progress made in routing the old contention that remuneration for fire losses shall be based on "cost of production" rather than "market value".

There is one class of lumber risks which, it is contended, has come in for peculiarly harsh treatment in the adjustment of losses. From time immemorial the manufacturer of lumber—the man who cuts up the log—has been confronted with the principle that in the adjustment of a fire loss the insurance companies will

pay only such an amount as it has cost to produce the lumber burned.

It has been held by the old line insurance companies that "cost of production" is the proper basis of settlement. Here and there an aggressive lumberman has carried the opposite end of the argument to the courts and we have a number of decisions confirming the contention that losses must be settled on the basis of "market value" and that the cost of production may be ignored as a factor in determining the value of the property destroyed.

Before looking into the merits of the question it might be well to clearly define the exact conditions under which lumber losses are subject to this particular ground for disagreement. In the settlement of a retail lumber yard loss there is no room for such a contention, for here the value of the lumber is clearly determined by the evidence in the retailer's books as to the price he has paid for the lumber burned. Almost invariably the lumber has been bought from a wholesaler at a definite price per thou-



said fact for each kind and grade. In the main, the value of lumber on a wholesale yard can usually be readily ascertained, the wholesaler having as a rule bought the lumber from some manufacturer at a definite and easily proved price per thousand.

In the case of the manufacturer, however, there is no definite price paid. He is the man who owns timber land, builds logging railroads, fells trees and saws in his own mill the logs, producing rough and sometimes dressed lumber which he stacks on a yard or in sheds to dry. Here there is infinite room for dispute as to the value of the lumber, and such disputes frequently arise when assured and adjuster undertake to determine how much shall be paid for such lumber when burned. It has been a favorite method of procedure for adjusters to demand that the assured establish the cost of production and in more cases than might be supposed this method of arriving at the value per thousand has been accepted. To the practical lumberman it is not necessary to point out the numerous points at which disagreement might arise as to what enters into the cost of production. It would be most difficult to devise a formula for arriving at the value applicable to all cases. Superficially it might be said that the cost of production can be determined by adding to the cost per thousand of the standing timber, the cost per thousand of logging, milling and stacking on yard. But how can the exact cost per thousand of the standing timber be determined until the entire tract has been cut? How about interest on the original investment earned in the period, often one of many years, between the date of purchase of the timber and the date of the burning of the finished lumber? How about the time of office employees, and the traveling expenses and salaries of inspectors, the advertising expense, and the owner's time in superintending the entire operation? All of these are obviously legitimate factors in producing the lumber ready for a market.

In view of all of these and many other points of difference of opinion it is little wonder that there is a growing insistence that this is getting at the value wrong end to. It is asserted by lumbermen that there is a sufficiently broad and well-established market for lumber, to make it possible to readily determine the value of a manufacturer's product on the basis of the market value. Between the cost of production and market value lies the manufacturer's profit. The adjusters have unanimously contended that a policy of insurance is an instrument of indemnity which contemplates no reimbursement for profit. They are ready to pay only "cost of production." The courts have never sustained this contention, and in more than one instance have held the opposite. The adjusters have never made it clear just what they regard as "profit." Whether the time and effort and energy and foresight of the manufacturer himself shall be taken into consideration as an element in the cost of production, or whether the manufacturer must see all of his own personal contribution to the production of his lumber sacrificed in the flames on the altar of "profit," is a point on which the adjusters do not commit themselves. A lumberman who by foresight and shrewdness has acquired timberland at \$2 an acre and who can consequently produce lumber at a cost many dollars less per thousand than the man who has later bought similar timberland at \$20 per acre, must see the fruits of his own sagacity wiped out in the event of the burning of his accumulated stock of lumber followed by an adjustment on the "cost of production" basis. An adjustment on the "market value" basis would on the contrary reward the \$2 an acre man for his foresight by paying him the same price per thousand as would be awarded the \$20 per acre man.

A parallel might be drawn between the settlement of lumber losses and grain losses.

It has never been contended that burned grain

should be paid for on any other basis than market value. Yet there is just as much diversity in the cost of production of grain as in the cost of production of lumber. Would the adjuster who is bold enough to ask a farmer to show the cost of timber, logging and milling, ask a farmer to show the cost of tilling, seed, harvesting and threshing, as a basis of value for grain? Perhaps the difference lies in the fact that the poor farmer might too often show that it has cost more to produce his grain than he can get for it, while the rich lumberman as a rule has a wide and easily get-at-able margin of profit. Another question for the adjusters to answer is what attitude would they take should the market price of lumber fall below the cost of production? Would they then fly for cover to the "market value" basis of adjustment?

There is every reason to believe that with the awakening of manufacturers to the fact that the cost of production method is unsound and has no legal recognition, there will be a passing of that manner of adjustment fraught with many fallacies and uncertainties of result as it is, and there will in due time be universally adopted the simpler and fairer method of adjustment which has as its foundation the market value. Nothing seems simpler in determining the value of the burned lumber than to start with the market value f. o. b. cars at the place of fire and deduct therefrom only the cost of loading and cost of selling—the expense of which the assured is relieved by reason of the lumber being destroyed.

#### New Secretary Michigan Hardwood Manufacturers' Association.

The Michigan Hardwood Manufacturers' Association is to be congratulated upon securing the services of J. C. Knox, for many years with the Grand Rapids & Indiana railroad at Grand Rapids, as permanent secretary. Mr. Knox's duties have always brought him into close contact with the lumber interests of the state, so that he is peculiarly fitted for the new line of work he has undertaken. The secretary's office will be maintained at Cadillac, as heretofore. Up to this time the work has been carried on by Bruce Odell, whose energetic and thorough way of



J. C. KNOX, CADILLAC, MICH., NEW SECRETARY MICH. HARDWOOD MFGRS. ASSN.

handling every detail of it has done much to put the association upon the flourishing basis where it stands today.

President Fred Diggins announces the following committee to serve for the ensuing year:

House, Saginaw, some time in November:

D. H. Day, Glen Haven.  
R. J. Clarke, Sault Ste. Marie.  
William H. White, Boyne City.  
James Thompson, Boyne City.  
A. L. Anderson, Cadillac.  
C. L. Hall, Boyne City.  
J. Sullivan, Cedar.  
C. A. Bigelow, Bay City.  
W. L. Saunders, Cadillac.

MANAGER, CADILLAC:  
Bruce Odell, Cadillac.  
W. J. Martin, Cadillac.  
R. Hanson, Grayling.  
Bert Cook, Petoskey.  
G. Von Platen, Boyne City.  
M. F. Butters, Ludington.  
R. W. Smith, Manistee.  
W. N. Kelley, Traverse City.  
A. W. Newark, Cadillac.

PROPERTY COMMITTEE:  
R. Hanson, Grayling.  
Thornton A. Green, Ontonagon.  
R. G. Peters, Manistee.  
W. P. Porter, East Jordan.  
Bruce Green, Cadillac.  
H. Ballou, Cadillac.  
R. E. MacLean, Wells.  
E. G. Carey, Harbor Springs.  
Frank W. Gilchrist, Alpena.

#### Resignation of Popular Manager.

The Louisiana Red Cypress Company of New Orleans has reluctantly accepted the resignation of Franklin Greenwood, its popular secretary and general sales manager, to take effect January 1, 1908. Mr. Greenwood will at that time assume similar duties with the Great Southern Lumber Company of Bogalusa, La., although it is probable that he will establish headquarters in some large city centrally located with regard to the natural consuming territory of that company's product.

Mr. Greenwood took an active part in the formation of the Louisiana Red Cypress Company, which involved an immense amount of responsible and detailed work, and in leaving it takes with him the good will and best wishes of that organization. The Great Southern Lumber Company is to be congratulated upon securing his services.

#### Makes Detroit Sales Headquarters.

The W. H. White Company and the Boyne City Lumber Company, both of Boyne City, Mich., have moved their general sales department to Detroit and opened offices in the Majestic building, that city. L. L. King, general sales agent, will remove to Detroit and assume active charge of the new office. James A. White, now located at Buffalo, N. Y., will also move his family to Detroit that he may be more centrally located with regard to handling the sales end of the company's large business. The eastern offices at Buffalo and Tonawanda will be retained under his supervision as heretofore.

The rapidly growing demand for "White" rock maple flooring and the expansion of the carload trade has made it desirable to locate the company's selling force in a more central point than Boyne City, so that quicker connections can be made with buyers. The producing capacity of the White institutions has been considerably increased of late, and they expect to be able to push carload business more vigorously in future.

The W. H. White Company and allied concerns are among the best known in the lumber business of Michigan, and indeed of the entire country. The White interests are very comprehensive, including as they do several modern sawmills, a wood chemical plant, planing mill, maple flooring factory, tannery, blast furnace, cooperage factory and veneer plant. A wide range of maple flooring, veneers and plywood, as well as maple, elm, basswood, birch and other hard woods is manufactured. The success and the phenomenal and reflects well the financial success of this great enterprise borders of its active character and in the person of H. White.



### Bayou Land and Lumber Company.

The Bayou Land and Lumber Company, with offices at 71 Market Building, Cincinnati, has been organized with the following officers: CHIEF S. Walker, president; Fred K. Conn, vice president; George W. Harsh, secretary and treasurer. The concern is capitalized at \$2,000,000. Stewart Walker, son of the first named, is also actively identified with the new company. All the principals have been engaged in the lumber business in one capacity or another for some years, with the exception of CHIEF Walker, who was



CLIFF S. WALKER, CINCINNATI, PRESIDENT  
OF THE NEW BAYOU LAND &  
LUMBER CO.

southern agent for the Cincinnati, Hamilton & Dayton railroad, with headquarters at Cincinnati, for many years. His relations with lumbermen have always been most cordial and close. During the last four years Mr. Walker has been head of the Southern Creosoting Company of Slidell, La., engaged in the preservation of ties and other railroad timbers.

In speaking of his new venture, Mr. Walker facetiously says: "As to the organization of this company, I have associated with me three or four really and truly young men who are ambitious to accumulate filthy lucre and who have had considerable experience in the lumber business. My personal desires are simply to establish myself on a high social plane, but I presume my associates will insist upon trying to make money. The company is incorporated under the laws of Ohio, which compel us to be true and honest citizens."

That Mr. Walker is growing younger and handsomer every day, the accompanying photograph will testify.

### Status of Illinois in Lumber Production.

Although Illinois has never been one of the great lumber-producing states, it has brought forth a considerable quantity in the aggregate; bulletins recently issued by the Forest Service give some interesting statistics which show the general decline of production in several states, and Illinois serves as an excellent illustration of what is happening all over the country. An analysis of the figures will serve to emphasize the warning which foresters are sending out—that the greatest possible care must be exercised to prevent a severe lumber famine within the present century.

In 1904 Illinois stood twenty-ninth among the states as a lumber producer, with a cut of 211,545,000 feet, board measure, of all kinds of woods. Last year the state stood thirty-third with a cut of only 141,374,000 feet. This

cut was divided among eight or different kinds of wood.

Strangely, in 1904 the state was ninth in the cut of hemlock, and in 1906 it had fallen back to sixteenth, with a cut of only 7,000 feet as against 1,313,000 feet two years ago. In basswood Illinois has receded to the twenty-first position, with a cut only half what it was two years ago. In red gum it stands eighth, although its cut has been diminished since 1904, when it was sixth, from 24,152,000 feet to 9,878,000 feet. In poplar Illinois has fallen back four numbers, and in beech two numbers, the cuts of all these woods being materially reduced.

Last year the government reports noted the first cut of hemlock in the state—350,000 feet. Illinois retained its relative rank in the cut of oak, maple, cypress, elm, ash and walnut lumber only by materially increasing its output. It stood last in the cut of chestnut lumber and is sixth in cottonwood, although the cut has been reduced from more than 27,000,000 feet in 1904 to 6,000,000 feet in 1906. In hickory the state has lost three places, although the cut has been increased over 1904 by more than one-half.

### State Forests for Scotland.

An English contemporary announces that the government has completed negotiations for the purchase of a handsome estate in Argyllshire, Scotland, with a view to its conversion into state forest land. The price paid is said to have been about \$150,000. The estate has an area of approximately 12,500 acres and extends for about nine miles along the western side of Loch Awe and across to Loch Avich. The land consists chiefly of hill pastures, some of it rising to a height of 1,400 feet. Several arable farms are also included. It will be a generation before a mature crop of timber can be raised under the scientific system which it is planned to pursue. Students of forestry and arboriculture in Scotland are much interested in the project and pleased that their wish for the establishment of a practical object lesson in tree planting is about to be realized. The schools in Edinburgh, Glasgow and Aberdeen where forestry is taught also expect to have

### New Sash Sticking Machine.

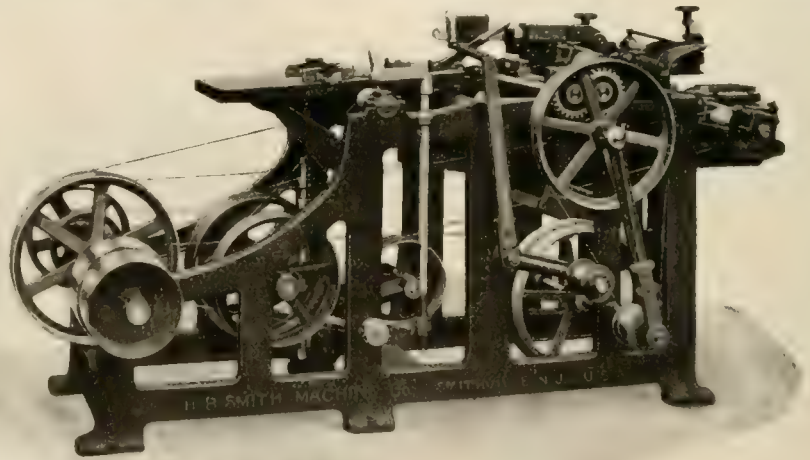
The H. B. Smith Machine Company of Smithville, N. J., has recently brought out a new three-side sash sticking machine with sash-cord grooving and boring attachment, cut of which is herewith shown. This machine is built to work one, two or three sides. The one side machine with top head can be used as a sash, door and blind sticker, or one-side moulder with four-side slotted head four inches long. The bed will drop sixteen inches.

The two-side machine has top and under heads and will stick the molded edge and joint the back of sash, door and blind stiles, or stick both sides of bars and muntins, while the three-side machine with outside head will bevel the check rail, thus finishing the material at one operation. The side head can be set at an angle, and changing width of work will not affect the angle. There is ample clearance around all heads.

The arbors for all heads are one and a half inches in bearings, one and a quarter inches where heads go, and all heads have the same size cutting circle. The under head has three bearings, the cutter of which is easily removable for change of heads, and all heads are adjustable to working face as well as depth of cut.

The boring and grooving attachment is not in the way of any of the other operations, and by it the stiles are bored and grooved without loss of time. The grooving is done with Shlimer patent grooving heads. The stile is placed on the table and pushed against a stop, depressing the treadle causes the bit to bore the hole at an angle, so the knot in cord, or thimble, if used, pulls back to bottom of the hole; then, raising the foot, the bit drops, the stile being passed over the narrow grooving head to its stop completes the operation, when the operator places the stile between the feed rolls to run through the machine.

There are two strongly driven feed rolls, held firmly down by weights, and a large idle roll in the bed, giving a very strong feed. The top rolls can be quickly raised from the material



REAR VIEW NEW SMITH SASH STICKER AND GROOVER.

small areas laid out in the future for demonstrations.

The afforestation of the new purchase will be commenced at once, and a certain number of acres planted each year. For many years past the Royal Scottish Arboricultural Society and others interested in reforesting Scotland have urged the government to inaugurate such a movement. A committee appointed several years ago to inquire into the forestry question with regard to the three divisions of the kingdom made recommendations which were adopted in England and Ireland, but nothing has been done for Scotland until the present time. To Munro Ferguson, M. P., is due the credit of having at last secured recognition of the claims of the latter country.

by handle provided, and thus stop the feed and at same time release the piece, should there be a wish to remove it. There is also a binder control of feed by which it may be started or stopped.

The machine is strongly belted with good length belts running over proper size pulleys. All head arbors are fitted in the White adjustable clamp bearings, making this the most satisfactory running machine of its class on the market. The spring posts are all held by double arm spring post binder with wrenches attached.

The company will be glad to send further details concerning this valuable machine upon application.



## Hoo-Hoo in Great Britain.

Max Sondheimer, the well-known and popular lumberman of Memphis, has been adding new laurels to his already large crown by his promotion of Hoo-Hoo interests abroad. On October 4 he officiated at a most successful concatenation held at the Gaiety Restaurant, London, when twenty-six new members were taken into the order, seventeen from London, five from Liverpool, and one each from Cincinnati, Leeds, Antwerp and Manchester. Another meeting will soon be held when it is thought the membership will be still further increased.

A fine dinner was served after the concatenation and the rest of the evening passed in a delightfully informal way. Several interesting speeches and toasts were given, chief among which was that of Mr. Sondheimer, who addressed the Britons in his usual breezy and captivating manner. He was the recipient of much applause and many congratulations on his success in bringing the various elements of the foreign trade together in such a happy manner. The good work which he has inaugurated will be continued and it is a matter of great satisfaction to Hoo-Hoo, both in the States and abroad, that this particular expansion of the order has been effected.



MAX SONDEIMER, MEMPHIS, WHO IS BOOSTING HOO-HOO ABROAD.

In addition to Mr. Sondheimer, the American contingent was represented by M. Zupke of the Darnell-Taenzer Lumber Company, Memphis, and John Hawkes of C. H. Burton & Co., Cincinnati; the Belgian trade by Antoine Govers of Antwerp; the Liverpool contingent motored up to London in a body and added greatly to the pleasure of the occasion. Telegrams and letters of regret were read from members in the States, Belgium, Germany and Scotland, and altogether the gathering attracted the attention of Hoo-Hoo all over the world. The guests were well entertained by a vaudeville performance during the evening.

The officers of the occasion were: Snark, Edwin Haynes; Senior Hoo-Hoo, Col. G. T. B. Cobbett; Junior Hoo-Hoo, Maj.-Gen. Max Sondheimer; Rojum, R. L. Withnell; Scrivenoter, H. W. Flatau; Jabberwock, H. J. Munro; Custodian, F. C. Zupke; Arcanoper, Norman Wright; Gurdion, J. H. Ashton.

## New Louisiana Company.

The Cheney Lumber Company has been organized at Monroe, La., by Charles E. Cheney of Alpena, Mich., who has been elected president and general manager; H. P. Cheney, also of Alpena, who was chosen vice-president, and G. B. Haynes of Monroe, La., who is secretary and treasurer of the company.

The entire holdings of the Cheniere Lumber Company, incorporated four years ago at Denver, Colo., including a small sawmill which was never operated because of litigation, have been purchased by the new company.

There are 48,000 acres of cypress, said to be the best in north Louisiana, with considerable gum, oak and about 125,000,000 feet of short-leaf pine. The property is northwest of Monroe, and the recent purchasers have started the construction of a nine-foot Allis-Chalmers band mill with a Mershon gang saw, the plant to have a daily capacity of about 100,000 feet. Shingle and lath mills will be installed, but not until later.

## Building Operations for September.

Ordered building reports from fifty-five leading cities throughout the country received by the American Contractor, Chicago, compiled and tabulated, show that building operations continue decidedly active with the exception of New York City, where there is a notable shrinkage, amounting to \$7,000,000, or 40 per cent, as compared with September of 1906. Leaving out New York City, there is a slight gain in the aggregate.

This shows local causes for both gains and losses, and indicates an altogether healthful condition. The loss in New York is but a continuance of conditions that have prevailed there for many months. During the past two years building there was very extensive, and this, together with difficulty experienced in securing building loans, accounts for the loss. Chicago, where more liberal financial conditions prevail with regard to real estate loans, shows a gain of 20 per cent. One of the most notable gains is reported from Baltimore, amounting to 63 per cent.

City.	Sept. 1907, cost.	Sept. 1906, cost.	Per cent gain.	Per cent loss.
Baltimore	\$24,215	148,977	63	
Birmingham	10,214	9,735	50	
Buffalo	588,000	630,570		
Chicago	5,225,605	4,500,200	20	
Cambridge	261,270	290,005	21	
Cleveland	871,168	871,126		
Chattanooga	365,400	359,955		
Cincinnati	401,941	409,255	12	
Davenport	33,336	80,355	50	
Dallas	241,750	246,824	11	
Denver	472,230	386,010	24	
Detroit	1,191,500	781,300	52	
Duluth	368,488	104,135	190	
Kansasville	91,200	80,782	6	
Grand Rapids	237,325	120,185	96	
Harrisburg	101,001	154,830		34
Hartford	1,519,120	179,369	772	
Indianapolis	441,553	138,260		
Kansas City	922,447	781,540	18	
Little Rock	146,465	57,792	153	
Louisville	184,880	234,525		
Los Angeles	1,116,401	1,020,774	9	
Milwaukee	58,134	63,435	8	
Memphis	280,246	261,014	7	
Mobile	41,100	80,176	48	
Newark	626,085	732,471	14	
New Orleans	163,832	267,775	39	
Manhattan	5,265,905	10,730,110	50	
Brooklyn	3,783,600	4,361,850	23	
Bronx	1,292,369	1,665,150	22	
New York	10,341,364	17,365,110	40	
Omaha	136,155	335,450	18	
Philadelphia	3,113,810	2,414,359	28	
Pittsburg	1,124,632	1,230,245	9	
Pueblo	15,005	20,210	48	
Portland	941,795	440,440	113	
Reading	61,350	140,100	57	
Rochester	476,525	348,525	36	
St. Joseph	119,045	79,262	51	
St. Louis	1,966,956	2,001,409	3	
St. Paul	410,512	887,921	53	
San Antonio	245,240	101,995	141	
San Francisco	2,695,217	6,376,015	57	
Scranton	114,209	150,965	18	
Seattle	1,206,874	423,272	187	
Spokane	440,610	263,975	57	
South Bend	65,000	72,825	17	
Syracuse	234,740	279,949	16	
Salt Lake City	207,800	200,150	1	
Topeka	75,286	80,450	9	
Toledo	325,135	258,510	25	
Terre Haute	96,400	99,960	5	
Tacoma	30,495	242,130	48	
Trenton	171,231	150,785	13	
Washington	446,118	804,794	48	
Worcester	143,350	181,172	37	
Wilkes-Barre	103,560	170,306	39	
Total	\$43,269,161	\$48,534,070	10	

Chattanooga, Sept. 1906, one \$300,000 permit.  
 Little Rock, Sept. 1907, one \$105,000 permit.

## Will Re-enter Hardwood Business.

John J. Rumbarger, formerly associated with the Rumbarger Lumber Company of Philadelphia, has decided to enter the hardwood lumber business on his own account. This surely will be pleasant news to the host of friends of that genial, capable and energetic lumberman. Mr. Rumbarger is not only one of the best known names in the country but he is also one of the edge of the fineness of the trade equaled by very few. His well-known reputation for fair dealing, his popularity and his energy will stand him in good stead in his individual effort, and there is no one in the trade who will not wish him unequalled success.

Mr. Rumbarger will make his headquarters at Philadelphia and announce his office location and business addresses within a few days.

## Miscellaneous Notes.

To construct a railway which will penetrate a country as yet absolutely undeveloped, reaching from Dawson City to Edmonton, about 1,500 miles, is the latest project in the development of the Canadian Northwest. This is the project of a London company, and for several months they have had a representative in the Yukon country collecting the necessary data and looking over the ground. The land is rich in minerals and timber, which are useless at present owing to their great distance from transportation, and it is expected that this line will open up vast resources.

The latest fact to be brought out in connection with the search for suitable railway ties is that beech, when chemically treated, can be utilized for this purpose to good advantage. This discovery is expected to place a higher price upon this timber and increase the demand.

The Michigan Handle Company has commenced operations at Millersburg, Mich. It will manufacture handles for the cartbooks which they make at Evart and will be managed by A. Baldwin.

Whitaker Brothers Company of Meridian, Miss., has been incorporated with a capital stock of \$50,000 to manufacture wagon and buggy spokes in that city. A large number of hands will be employed and some fine timberland has been secured.

Hoopes Brothers & Darlington of Jackson, Miss., will erect a new factory for the manufacture of spokes and handles at Dotto, a suburb, to be in operation before the first of the year. Thomas Reddington will be manager.

The Wapakoneta Wheel Company, an Ohio concern, after sending their timber inspector through several southern states in search of suitable hickory timber, bought half a section of land and located a small mill on it near Augusta, Ark., some time ago. So well has the product satisfied that the company has now located a large factory in the town and will make spokes, rims, felloes and hubs there. It will employ about fifty men.

The National Neck Yoke Company of Davenport, Iowa, is erecting a fine new factory. It recently purchased some timberlands in Arkansas.

The Standish factory at Bay City, Mich., is manufacturing hardwood into dimension material for a chair factory in Detroit.

The Walters Timber Company, recently incorporated at Huntington, W. Va., with \$50,000 capital stock, has purchased 4,500 acres of oak and poplar timberland in Martin and Johnson counties. Two stave mills and two mills for cutting quarter-sawn lumber and cross-ties will be installed on the property and ten miles of narrow-gauge road will be constructed for handling the timber. W. L. Walter of Whitehouse, Ky., is general manager of the company.

The Dixie Sawmill and Lumber Company of Houston, Tex., with \$12,000 capital stock, has been organized by W. C. Corbett, George W. Graham and John Keown.

F. E. Moore of Cincinnati, Ohio, has purchased 85,000 acres of timber and coal lands near Harpman, Tenn., for eastern capitalists.



develop the property. It is planned to install a small sawmill to cut the timber on the land.

A plant for manufacturing oars, etc., is to be erected by the Veneering Ash, Oak Company, recently organized at Vicksburg, Miss., by A. F. Shaffer and others.

Announcement is made that a number of Indiana capitalists are contemplating the establishment of a veneering factory. Emanuel Vaughan, partner in the J. C. Ash Bank and Trust Company of Des Arc, Ark., is interested in the movement.

A sawmill of 15,000 feet daily capacity will be erected by the recently organized Buffalo Lumber Company of Burkeville, Tex., near that place. The company is capitalized at \$20,000 and E. E. Montgomery, L. J. Miller and E. S. Hicks are the incorporators. It is also planned to establish a furniture factory in the near future.

Hearn Bros.' sawmill at Willard, N. C., has been destroyed by fire, together with about 200,000 feet of lumber. The loss, little if any of which is covered by insurance, will reach \$40,000 or more.

Fire recently totally destroyed the box factory at Walters, Miss., which is the property of Anderson & Tully of Memphis, Tenn. The plant was a large one, the frame building occupied being 150x190 feet, and was under the direction of W. J. Shepard and employed 100 men. The loss is not known, nor the insurance, but the plant will undoubtedly be replaced.

The Andrews Cabinet Factory at Huntington, Ind., is making extensive improvements, made necessary by growing business. It has added a sawmill and veneer machinery.

The Rubber Grip Tool Handle Company has filed articles of incorporation at Paducah, Ky. It is capitalized at \$10,000.

J. W. Sanders lost his hardwood mill at Pine Bluff, Ark., by fire recently; loss, \$100,000, with partial insurance.

The New York Star announces the sale of two blocks of ground at Kowenhoven street and Riker avenue, to the Astoria Veneer Company, by Steinway & Sons. The property is valued at \$125,000.

The Kephart Handle Factory at Ada, Ohio, which burned to the ground two weeks ago, will locate in Lima, employing from fifty to one hundred hands. The company will double its capital stock and branch out. The Lima Progressive Association will donate a site, the only request asked by the concern.

At a price of \$25,000 Newton, Reed & Fisher, a lumber firm, has purchased about 700 acres of virgin oak timber land at East Brady, Pa., on the Allegheny river. The tract will be lumbered soon. Mr. Reed is a Rouseville man and Mr. Fisher formerly lived at Spartansburg. They have been associated in the lumber business along the Allegheny river for years.

The Wilkes Veneer Company of North Wilkesboro has signified its intentions of moving its plant to Elizabeth City, N. J., at a near date. This plant will be of a capacity to consume 100,000 feet of gum timber per month and will employ a number of hands.

H. D. Hale of the Union Handle Company, Ashley, Ohio, has purchased new machinery and will build an addition to its factory. An extra force of workers will be put on also.

The Davis-Biek Company's handle factory at Lafontaine, Ohio, will soon start operations, making ash handles.

The Bimel Handle Factory at St. Henry, Ohio, has started up after a shut-down of a couple of months.

The Starr-Davis Lumber Company has just put in two hardwood lumber camps of 160 men each near Menominee, Wis. They expect to bank 8,000,000 feet of lumber the coming season. The company's mill will shut down next week.

The planing mill of the Mortar Creek Mill Company, manufacturers of pine and hardwood lumber at Baldwin, Ala., was recently burned.

The loss was about \$7,000, including several cars loaded with lumber.

There is at present great activity in the tropical hardwood forests, particularly those of Mexico, and enormous quantities of ebony and mahogany are being cut and sent to tidewater for shipment to European ports mostly, though some of it goes to the States.

The Gallion Handle Company of Gallon, Ohio, is fast getting in shape for business. The company is incorporated at \$8,000. Timber has been purchased and operations will be commenced as soon as the necessary equipment is installed.

C. F. Dunbar and the Collar-Stange Lumber Company of Merrill, Wis., recently engaged in a big timber transaction whereby Mr. Dunbar transferred 6,000 acres of timber, principally hardwood, to the company. The land involved in the deal is in Vilas County near Star Lake and contains about 40,000,000 feet of timber, which will be cut in the company's mill at Merrill.

The Santa Fe Railroad Company has contracted for \$2,500,000 worth of ohia wood railroad ties to be delivered from Hawaii during the next five years.

George Mickelson of Two Rivers, Wis., has closed a deal for 500 acres of hardwood timber at Holcombe. He is erecting a camp preparatory to logging it. He expects to erect a sawmill in the spring.

Cohasset, Minn., is becoming a promising manufacturing center. The Cohasset Hardwood Manufacturing Company is building a large wood-ware factory there and will later install a large sawmill plant. Surrounding this town are stretches of fine timberland and other resources which when developed will add to its importance.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

Paul Johnson of the North Shore Lumber Company, Thompson, Mich., was registered at the Annex October 12 and 13.

G. von Platen, the well-known lumberman of Boyne City, Mich., was a Chicago visitor on October 12.

J. D. Lacey & Co., the prominent timber brokers, have placed B. W. Bawden in charge of their Seattle office. His territory will cover Washington and British Columbia. Mr. Bawden has had years of experience in lumber and timber affairs, having begun work in that line at the age of eighteen. Of late he has been manager of the Pigeon River Lumber Company, Mt. Sterling, N. C., of which J. D. Lacey is president.

F. R. Babcock of Pittsburg and G. F. Craig of Philadelphia, both actively engaged in the lumber business, have been admitted to the Lumber Underwriters of New York, taking the places made vacant by the retirement of J. J. McKelvey and F. W. Mattocks, attorneys-at-law. The fire insurance as written by the Lumber Underwriters is conducted by lumbermen solely in the interest of lumbermen and is confined to insuring lumber and lumber-working plants exclusively. No risk of any other kind is accepted.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, spent several days in Chicago the early part of the month. Mr. Doster addressed the meeting of handle manufacturers which was held in this city October 8.

E. C. Mershon, head of the band resaw manufacturing house of W. B. Mershon & Co. of Saginaw, Mich., accompanied by W. P. Powell, who has charge of sales, spent several days in Chicago last week. Both gentlemen report continued activity in the sales of the Mershon resaws.

The Saginaw Table and Cabinet Company, which broke ground for a new factory in July, commenced shipping goods in September. This month it expects to ship \$10,000 worth. The output will be increased each month until the capacity has been reached. About sixty hands are now employed, and this number will be increased to 100 soon.

The Durham Tie and Lumber Company of Borden, Ind., has been organized with a capital of \$10,000.

Latest reports of the census office show that in 1902 there were in operation approximately 700,000 miles of telegraph and telephone pole lines, and at the present time there are about 800,000 miles. The average line contains about forty poles a mile, so that there are approximately 32,000,000 poles in use. The average life of a pole being about twelve years, the maintenance of the lines in operation requires more than 2,500,000 poles annually. Experiments are being conducted by various companies, in connection with the government experts, toward prolonging the life of poles.

The plant of the Rex Manufacturing Company at Paducah, Ky., has been purchased by W. F. Paxton of that city for \$12,500. The company manufactured picture frames, curtain poles and novelties.

The mill of J. W. Sanders at Pine Bluff, Ark., was recently destroyed by fire, entailing a loss of \$100,000.

The Theo. Kundtz Company of Cleveland, Ohio, manufacturer of hardwood articles, is anxious to locate a plant in the South, and although a site has not yet been decided upon, it is likely that Baton Rouge, La., will be chosen if proper rates and necessary hardwood supply can be secured in that district.

C. P. Crosby, manufacturer and wholesaler of northern hardwoods at Rhinelander, particularly of "Wisconsin mahogany"—red birch—was in Chicago for several days last week, accompanied by his wife. He favored the RECORD office with a call.

F. A. Richardson of the Michigan Veneer Company, Alpena, was a caller on October 19. He states that their veneer plant has been shut down for several weeks to connect up the new excelsior plant which has been installed to replace the one destroyed by fire. Trade conditions are fair and Mr. Richardson expects his plant to be running full force very shortly.

John C. King has resigned the management of the Earle Lumber Company at Simmons, Mich., and spent a few days in Chicago the early part of the week.

The first reminder of the New Year which has come to hand is a handsome calendar from I. F. McLean, manufacturer of staves and lumber at Nashville, Tenn.

Sam E. Barr, the well-known hardwood man of the Flatiron Building, New York City, has been making a western trip, taking in Cincinnati, Chicago and other important lumber markets. He paid the RECORD a call on October 21.

Fire broke out in the building at 563-565 Fulton street occupied by the L. M. Johnson Company, manufacturers of picture frames, about 1 a. m. October 19. Firemen gained control of the flames after a loss of about \$15,000 had been entailed.

For the idea of the cartoon appearing in this issue the RECORD is indebted to John L. Cochran, New York representative of Vansant, Kitchen & Co. of Ashland, Ky.

Thomas W. Howlett, representing the Philadelphia Textile Machinery Company of Philadelphia, was in Chicago on business this week and dropped into the RECORD office. Mr. Howlett states that during the last month he has sold veneer drying equipment to the Paducah



Robert and Ray Coleman of Portland, Me., and the American Mantel Company, manufacturers of mantels, etc., at 290 Bowery, October 14, by creditors, alleging that the company is insolvent and transferring cash, outstanding accounts and bills receivable to other creditors. S. J. Goldsmith has been appointed receiver with bond at \$5,000. The company has been in business two years.

### Boston.

George E. Cade, manager of the George D. Emery Company, large handlers of mahogany, is spending a few weeks in Europe.

A new wholesale hardwood company has been organized, with head offices in Boston. The concern is known as the C. O. Skinner Company and is comprised of George W. Stone, C. O. Skinner and Frank Schumaker. Both Mr. Stone and Mr. Schumaker are members of the Stone Lumber Company. C. O. Skinner is president of the new concern. The offices of this company are located on the same floor with the Stone Lumber Company, at 4 Liberty Square, Boston.

Gardner I. Jones, one of the best-known hardwood dealers in Boston, is expected home this week from a trip through the South. Arthur W. Godfrey, son of the well-known lumber dealer, L. M. Godfrey, Boston, who was married early in October, has returned from a pleasant western trip.

A new firm has been organized in Boston known as Fisher, Cary & Bryant. The business of this company will be confined largely to forestry, although it will make estimates as to standing timber. Both Mr. Fisher and Mr. Cary are professors in the Harvard Forestry School and Mr. Bryant is a recent graduate.

Edward S. Loomis of the New York office of the Blanchard Lumber Company is slowly recovering from a severe attack of typhoid fever. W. E. Litchfield, one of the largest wholesale hardwood dealers in Boston, has been honored by being elected treasurer at the last meeting of the Associated Board of Trade.

The Mount Forest Manufacturing Company has been organized in Portland, Me., for the purpose of manufacturing all kinds of woods, with a capital stock of \$300,000. The president is M. E. Ward and treasurer H. N. Gardner.

The Griffin Lumber Company, Sandyhill, N. Y., has been granted permission to do business in the state of Vermont.

Michael P. Shea of New London, Conn., who was formerly engaged in the lumber business, but who of late has been highway commissioner, has purchased the lumber in the yard of the Eastern Ship Building Company. It is reported that he will engage in the lumber business again.

The chair plant of Smith, Day & Co., Baldwinville, Mass., has been visited by fire, causing a loss of \$50,000. The company carried insurance amounting to \$37,000.

At a meeting of the Metropolitan Lumber exchange on October 10 it was decided to close the dining-room, and a committee, consisting of the president, two vice-presidents and the treasurer, was appointed to look after the property of the association. After October 26 the dining-room will be closed.

### New York.

A petition in bankruptcy has been filed against the New York Fireproof Column Company, Manhattan, by creditors. The company was organized four years ago with a capital of \$20,000, which was increased to \$30,000 in May last. It was alleged that the company admitted in writing its inability to pay debts and its willingness to be adjudged bankrupt. William F. Allen has been appointed receiver with bond of \$4,000. Two creditors attached the factory at Hoboken, but a restraining order has been granted by the court staying further proceedings. Liabilities are \$40,000 and assets \$25,000.

The big plant of the Newark Box and Lumber Company at Newark was destroyed by fire October 14, together with the trunk and box factory of John Zipfel, entailing a total loss of \$30,000, with partial insurance.

H. C. Bemis of the Pittsburg headquarters of the American Mantel Company, manufacturers of mantels, etc., at 290 Bowery, October 14, by creditors, alleging that the company is insolvent and transferring cash, outstanding accounts and bills receivable to other creditors. S. J. Goldsmith has been appointed receiver with bond at \$5,000. The company has been in business two years.

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well was for many years, up to about two years ago, the active head of that department, but left at that time to engage in the hardwood trade up the state. He has now, however, resumed his old duties, and the wide circle of friends he made in the extensive business of this department of the National Casket Company will undoubtedly be glad to welcome him again. Mr. Longwell succeeds E. S. Foster, Mr. Foster making arrangements to enter the wholesale lumber trade, announcement of which will be made in due course.

President E. M. Wiley of the Wiley, Harker & Camp Company, Manhattan, was painfully injured in an automobile accident week before last in a collision with another auto on Riverside drive. His hip was dislocated and he received a number of painful bruises, but through careful doctoring has again resumed his business duties.

The twenty-first annual meeting of the New York Lumber Trade Association occurred at local headquarters, 18 Broadway, October 9, with 107 members in attendance, making one of the largest meetings in the history of the organization. The meeting was presided over by President James Sherlock Davis of Brooklyn and was preceded by a fine Delmonico luncheon. The report of the board of trustees showed a membership which included practically all the dealers in the district, with a total of 124 retailers, eighty-five wholesalers and fourteen non-resident members. During the year but one member was lost by resignation, and five through discontinuing business. The building code committee, which is looking after the interests of the association during the revision of the building code, reported that it had held many sessions and kept in close touch with the subject and was successfully conserving the interests of the trade in that connection. The trustees also referred to the report of the inspection committee and the rules which they had submitted for the consideration of the association. The committee stated that in the compilation of inspection rules "the yard man's voice should certainly be heard, and that the classification and grading must conform to the requirements of the customers, and that therefore the yard man is the best versed in regard to such requirements." The trustees' report also referred to the yellow pine conference at Philadelphia and the recommendations to the various associations, which was followed by the adoption of the resolution proposed at Philadelphia that the 1905 rules be reaffirmed, with the understanding that the first paragraph of the general rules is not to be construed to admit short leaf pine in long leaf shipments. The report of the treasurer showed a net gain over all expenses of the year of about \$1,000. The committee on lumber submitted its annual report outlining the conditions prevailing in the local trade, which was in the main very satisfactory. The election of officers resulted as follows: President, James Sherlock Davis; first vice-president, John F. Steeves; second vice-president, Russell Perrine; treasurer, Charles F. Fischer. The election of Mr. Davis to the presidency marked his fourth consecutive term and was accompanied by loud applause, which Mr. Davis responded to in a very interesting address covering the general status of the work of the organization.

F. R. Whitmer, the prominent Philadelphia wholesaler, accompanied by Mrs. Whitmer, was in town the past week visiting the local office of his firm in the Flatiron building.

F. R. Babcock of E. V. Babcock & Co., Pittsburg, Pa., and George F. Craig of George F. Craig & Co., Philadelphia, both of whom are prominent in the wholesale lumber trade of their respective markets, have been admitted to the Lumber Underwriters, a prominent trade insuring organization at 66 Broadway, and here-



after the Underwriters will number fifteen instead of fourteen. The acquisition of such prominent interests as these still further strengthens both the policy and system of insurance conducted by the Lumber Underwriters, which is today one of the strongest in the country.

The National Wholesale Lumber Dealers' Association, 66 Broadway, is hard at work through a special committee compiling an official list of weights of the different kinds of lumber, in which they are asking the cooperation of the trade. Any one having suggestions in that connection it is hoped will make them to the association. This is an important work, in which every one should be interested.

### Philadelphia.

John H. Fank, secretary of the Lumbermen's Exchange, with his wife, recently spent a few days at the home of the latter. A. S. McGaughan has returned from a trip of a few days to Niagara Falls, and Joseph H. O'Neill and wife are on a tour to the Jamestown Exposition, Newbern and Wilmington, N. C.

William H. Fritz & Co. report very fair trading, with the outlook promising. E. B. Hayman of this firm is on a selling trip through eastern Pennsylvania.

The Central Lumber Company is a comparatively new concern which has been working with old machinery, but the business has now so increased they are about to erect a new sawmill at Boswell, Pa. They manufacture poplar, ash, chestnut, etc.

Eli B. Hallowell & Co. are getting a good share of trading and report conditions fairly satisfactory. Ralph Souder of this firm is visiting the southern mills looking up the stock situation there.

Robert C. Lippincott reports business though not as active as last year, on the whole satisfactory, with outlook for fall trading fair.

Samuel H. Shearer & Son are receiving some good orders, and William P. Shearer is making some good sales in New York. Samuel H. Shearer is on a business trip through eastern Pennsylvania.

J. Randall Williams has no fault to find with trading. J. Randall, Jr., is making an extensive tour of the southern mill centers.

The Brawley & Smith Company reports business fair for the time of year and that with a few exceptions hardwood values are holding firm.

The Patterson Lumber Company, with mill at Patterson Mill, Greene county, Tennessee, of which Elbert Smith is secretary and treasurer, is rapidly getting its plant into shape. The company manufactures hardwoods and has already gotten out some excellent woods.

H. B. Tomb of the Tomb Lumber Company has been confined to his home through illness for several weeks. His friends will be glad to know that he is now convalescent. His company reports business keeping up very well, with no complaint but the poor car service.

Soble Bros., though not rushed, are always busy. Their plants at Honaker, Va., are active. Charles Soble is looking after the firm's interests at the mills, and J. J. Soble is making a selling trip through New York, where he is gathering a good bunch of orders.

R. M. Smith & Co. are receiving many inquiries, and Benjamin C. Currie, Jr., sales manager, reports mills running steadily and business keeping up fairly well.

The Producers' Lumber Company is cheerful over conditions. They report trading not quite up to same period of last year, but moving along fairly well, with favorable outlook.

Miller & Miller have had the best trading so far this year since the firm was formed. J. Clark Miller, who looks after the selling and office departments, is much pleased with their showing and regards the outlook promising. Frank B. Miller looks after the mill end of the business.

Creditors filed a petition on October 15 to have George H. Desh, carriage builder, 208 North Twenty-second street, adjudged an involuntary bankrupt. The creditors and amounts claimed are Jacob Gerhart, \$1,268.40; C. H. Howell & Co., \$331.18, and the Keystone Spring Works, \$13.34.

Articles of incorporation were recently filed in Camden, N. J., by the Camden Shipbuilding Company, to build vessels and operate steamships. The capital stock is \$200,000 and the incorporators named are Francis J. McDonald, Barclay Johnson and John A. MacPeak.

In honor of their twentieth wedding anniversary, Mr. and Mrs. Jerome H. Shep entertained at their home, "Cragynook," on Fernbrook avenue, Wyncote, Pa., on October 11, nearly two hundred guests from Philadelphia, Wyncote, Jenkintown, Ogontz and other suburban towns. Mr. Shep is of Shep & Vandegrift, Inc., extensive cigar box and veneer manufacturers, and also is the popular vicegerent snark of the Concatenated Order of Hoo-Hoo of eastern Pennsylvania.

The Righter-Larry Lumber Company reports business holding up well. They have been getting in some good orders, and their hardwood department is moving along smoothly. Charles K. Parry is making a tour of the mill districts in North and South Carolina, where he has made some desirable contracts, and Ogden Hoffman is making a selling trip through southern New Jersey.

The J. S. Dent Company is complacent over conditions and outlook. Their men are all hustling and meeting with fair success. J. E. Troth of this concern is visiting the southern mill districts and will take in the Jamestown Exposition on his return trip. This company recently engaged J. G. Wells as salesman to look after New York state and the coal territory of Pennsylvania. Mr. Wells comes from Bloomsburg, Pa., and is a son of Mr. Wells of the well known firm of Wells & Christy of that city.

The old business of Jos. P. Dunwoody & Co. will hereafter be carried on as Seymour Y. Warner & Co. at 1016 Witherspoon building. They will handle white and yellow pine, spruce, hemlock and hardwoods. They will be selling agents for the Roanoke Railroad and Lumber Company, Norfolk, Va.

### Baltimore.

The recent action of the railroads, among them the Virginia & Southwestern, the Norfolk & Western and the Southern, in raising the minimum car weight from 30,000 to 35,000 pounds, is causing a loud protest here. The lumber manufacturers all through the section tapped by the roads in question talk of making an organized protest, and it is probable that the subject will be brought before the Interstate Commerce Commission.

The matter of getting the New Orleans Lumber Exporters' Association to join the National Lumber Exporters' Association, which was brought to the point of the former giving assent to consolidation under certain conditions, the directors of the National Lumber Exporters' Association being afterwards asked to pass upon the conditions, has been referred for final action to a committee consisting of Gustave A. Farber of Memphis Tenn., chairman; John L. Alcock of Baltimore and William H. Russe of Memphis. The committee is expected to go over the whole subject and make a report at an early date.

Much regret was expressed here over the death at his home, 221 East Preston street, this city, on October 12, of William M. Willson, who was for years secretary of the Baltimore Lumber Exchange. Mr. Willson had been ill for four years. He was in business here under the firm name of William M. Willson & Co., and then as the William M. Willson Company, at the southeast corner of Eastern and East Falls avenues. Mr. Willson rendered signal service to the exchange and was highly esteemed for his per-

sonal worth as well as for his knowledge of the business. Even after illness prevented him from giving his attention to the work of the exchange he was continued as secretary, Theodore Mottu being named as the active official in his stead. A special meeting of the managing committee of the exchange was held on October 14, at which resolutions of regret were adopted.

The sawmill of W. W. Micks, in Spottsylvania county, Virginia, was badly damaged by the explosion of the boiler at noon on October 17. The crew happened to be at dinner and no one was hurt, but the carriage was blown to pieces and the plant otherwise damaged to a considerable extent.

During a hurricane which swept over Delaware on October 18 the large barrel factory of Lloyd Bros. at Seaford was demolished and a large part of the ruins were blown into the river. The damage will amount to thousands of dollars.

The Potomac Planing Mill in Cumberland, adjoining the Footer dye works, which were badly damaged by fire last week, was burned to the ground on the morning of October 18, the loss being about \$7,500. The lumber yard had been recently sold to the Footer dye works, and the machinery of the mill, valued at about \$4,000, to the Cumberland Lumber Company. At the time of the fire the plant was being dismantled.

James Hunt, representing Robert Coltart & Co., extensive timber brokers of Liverpool, England, stopped in Baltimore about ten days ago in the course of a tour of the lumber centers of the United States. He said there was much work and other lumber in Liverpool, and warned against indiscriminate shipments.

Frank Price of Price & Heald, this city, has been for about six weeks in North Carolina, taking up shipments and looking around for stocks, the firm's buyer there being ill.

R. P. Baer & Co. have lately purchased several tracts of timber in North Carolina, and are developing one, while a mill is being erected on another. There is about 2,500,000 feet on one tract and some 4,000,000 feet on another, much of it acid wood.

### Pittsburg.

The McDonald Lumber Company is coming to the front in Pittsburg hardwood circles and will apparently never have reason to repent its move to the Bessemer building, Pittsburg, from Elkins, W. Va. With its headquarters in Pittsburg and its big mill near Elkins, with other West Virginia connections well established, the company is in position to take care of the hardwood business in a very efficient way.

Hamilton Bros. are pegging away at the trade from their offices in the Fulton building and seem to have no reason to growl at things in general. Since their advent into the wholesale field they have made some big deals in the local trade and are well satisfied with their expansion experience so far.

E. V. Babcock of E. V. Babcock & Co. reports that during September the Babcock companies shipped more spruce and hemlock than they manufactured, which is not a bad showing by any means this fall. He says that rift flooring is in excellent call and that the car shortage is getting to be very noticeable in North and South Carolina, West Virginia and some parts of Pennsylvania.

H. H. Weimer, B. F. Price, Dr. Louis Frank and M. H. Stover of Johnstown, Pa., have bought 50,000 acres of timber land in McGoffin county, Kentucky, and will start a big operation there as soon as the title is examined.

The Gauley Company of West Virginia has sold to the Cherry River Boom and Lumber Company 70,000 acres of hardwood timber in West Virginia.

President George W. Nicola of the Nicola Lumber Company is anxiously awaiting the signing of a large order which will place the com-



pany on a record-breaking plane for October business. Without this order, which is practically assured, the company has sold more lumber to date than any other October for three years and is not complaining at existing conditions, although Mr. Nicola, with other wholesalers, recognizes the fact that things are not moving with the same tremendous activity as one year ago.

Barberton, Ohio, one of the most thrifty towns in the Ohio river section of the Pittsburg district is going to have a big woodworking plant. It will be erected by Charles W. Mathle and the building will be 200 feet square. Large dry docks will also be provided.

Manager C. G. McCoy of the Advance Lumber Company is fairly well satisfied with market conditions at present so far as his company is concerned. He anticipated the slump in the lumber market months ago and fortified his company with a lot of hardwood specialties which are now being worked off to excellent advantage.

D. L. Helman, the veteran lumberman of Trumbull county, Ohio, has sold to Theodore Kuntz of Cleveland all his holdings in Trumbull county, including one of the finest tracts of virgin oak to be found in Ohio or Pennsylvania. Last year Mr. Helman, who has been a large operator in ship timbers for years, became heavily interested in southern timber properties and will devote all his attention to these hereafter.

The Linehan Lumber Company is taking a fair bulk of orders this month and finds the market absorbing quite a variety of hardwoods. Its sales of hardwood flooring, notably maple, from its plant at Catlettsburg, Ky., are pretty steady and prices are firm through the list.

The efforts which the Pennsylvania Forestry Commission is making to reforest certain districts, especially the Allegheny mountain slopes, are creating much interest among the lumbermen of Pittsburg. A few years ago the lumber trade on the Allegheny river was one of the mainstays of Pittsburg's trade. Now there is not a raft coming down the river and the majority of the operations have ceased. The Pittsburg Chamber of Commerce and other bodies of business men in western Pennsylvania are doing all in their power to aid the commission in its work.

A. M. Turner, president of the A. M. Turner Lumber Company, is spending two weeks in the South. His reports indicate that conditions at the mills are slightly improved over two weeks ago. Secretary O. H. Rectanus of the same company notes a decidedly better demand for low-grade lumber of all kinds.

The Schuette Lumber Company has made fair progress with its hardwood department during the last few months. It notes a better feeling among the yards in the outlying towns the last few weeks, which would seem to be caused by the fact that contractors are more fortunate there than in the city and have realized on their projects.

The Mead & Speer Company is having a good trade in all lines of hardwood this fall. Its mills at Strange Creek, W. Va., are busy and will make no arrangements for a shut-down this winter. Mr. Mead is on the whole optimistic in regard to the lumber outlook and believes that conditions will right themselves in a few months to the lumbermen's advantage.

The L. L. Satler Lumber Company is in that fortunate condition of being "sold up." Its orders are large and numerous enough to keep it busy with shipments until January. Its new box shuck plant is a great addition to its operations and will be one of the most profitable ventures the company ever engaged in.

The Henderson Lumber Company announces that there is some trouble in moving large lots of first-class stock. The lower grades, Mr. Henderson says, are selling well, in fact better than a month ago. The trade with coal and coke companies is falling off a little but there is

still enough of this to insure good prices for some time to come. Certain lines of hardwood handled by this company are in better demand than for months and are netting a larger percentage of profit.

J. N. Woollett, general manager of the American Lumber and Manufacturing Company, is "doing" the Southwest. His hardwood salesmen are scattered over the eastern states and one of them has lately made a thorough round-up of the Canadian trade. When the American is not selling lumber there is something decidedly wrong, for there is a tremendous amount of energy stored up in its offices in the Publication building which is being very ably directed.

The Bruckman Lumber Company of Allegheny is this fall carrying the largest stock of dry hardwood lumber of any firm in western Pennsylvania. It has for years catered to the wants of the high-grade manufacturing and building trade and has worked up a business with such concerns that justifies it in its large current outlay for stock. This year it has made a specialty of cherry, which is cut for it in West Virginia; ash, which it gets mostly from Ohio and Michigan, and real old-fashioned Ohio sycamore, bone dry. Its four large storage yards on the north side are full to overflowing and the piles of cypress and maple are fine. This concern is not worried about any cut in prices or any noticeable slump in demand. It reports the hardwood list very firm and prospects fair for a good winter trade.

#### Buffalo.

F. W. Vetter is finding business good this month in all lines and does not have to note that there is more lumber coming in than is going out, though that is a good feature of the hardwood trade usually at this time of the year.

The yard of O. E. Yeager is always well stocked with hardwood lumber. He is lately selling quite an amount of poplar that he has been taking in from beyond the Ohio, which will make room for more, though the new stock is very hard to get.

Scatherd & Son are finding it just as hard to get oak enough to fill orders as if the consumer had not got the idea that there was too much of it. The oak trade is peculiar of late, but will work itself out soon.

A. Miller finds that he can sell ash as fast as it comes in and so denies that the market is off in any way. He is willing to buy it green as fast as he can get it, for there are more buyers than sellers of it.

The yard of the Standard Hardwood Lumber Company is to be enlarged right away, so that it will hold the lumber being rushed up from the South this fall. A large stock of oak, poplar and chestnut is carried, as usual.

Hugh McLean has given up his hunting trip for the present, as so many of the lumbermen who were asked to go with him could not get away for long enough time to make it pay to take the journey to the preserve in Canada.

Beyer, Knox & Co. are complaining of car shortage, especially at their mills in Missouri, coming just as they are anxious to get the fall cut east and show a solid yard of southwestern hardwoods, as they always do in the fall.

A. J. Elias is doubly busy, as usual, never giving up his work at the office desk because there are public matters to occupy his time. He carries on the struggle for Buffalo river improvement after every defeat and will win at last.

I. N. Stewart & Bro. are finding a good market for six and eight quarter sound wormy chestnut, as well as other things outside of their specialty, which is always Pennsylvania and West Virginia cherry, always adding oak to that list.

T. Sullivan & Co. are looking for another lake cargo of ash and elm this fall, though they have a good stock of it on hand, not to mention a large amount of Pacific coast fir against the possible freight rate advance next month.

The Memphis yard of the Buffalo Hardwood

Lumber Company is filling up this fall and there is a very fine stock of oak and the like in the home yard, though the sales have been good right along, with fair prospects for the winter.

The State Public Service Commission did not ask lumbermen many questions on its second visit here, but examined railroad men, trying to discover how they view the situation and how to correct abuses. Both the New York Central and Erie authorities declared that much work was being done looking toward better efficiency and that improvement would follow. A new Central freight yard next year would do great things in that line.

#### Bay City and Saginaw.

One thing characterizes the hardwood industry in the Saginaw valley, and that is that all season every plant and factory has been steadily in operation and every one now is up to capacity in the matter of orders, a most hopeful condition of the industrial activity and health in this portion of the country.

W. D. Young & Co. have a large force of men clearing up its premises for the new plant which is to replace the one destroyed. The M. Garland Company has the contract for a new band mill for this plant, which will be up-to-date in every particular. The Garland company has also taken an order for a single band mill for W. H. White Company of Boyne City, and is putting in a band mill outfit for S. F. Derry & Co. at Millersburg, Mich. It also furnished the band and resaw machinery for the Richardson Lumber Company's new sawmill at Bay City, the machinery in which is installed, and the mill will be ready for operations early in December.

The Kneeland-Bigelow Company of Bay City last week purchased 1,880 acres of mixed timber land in Montmorency county from the W. H. White Company. This timber adjoins 2,200 acres bought by this company from the White company a few weeks ago. The deal last week takes in land estimated to contain nearly 25,000,000 feet of timber. Since the beginning of the year the Kneeland-Bigelow Company has bought between six and seven thousand acres of timber land estimated to cut over 100,000,000 feet of timber, all of which will be taken to Bay City to be manufactured. The company is running four logging camps in Montmorency county. The W. H. White Company still owns nearly 40,000 acres of hardwood timber east of the line of the Mackinaw division of the Michigan Central, all of which is on the market, and it is expected that a lot more of it will be bought by Saginaw valley lumbermen.

The Strable Manufacturing Company's new hardwood flooring mill at Saginaw is meeting the expectations of its owners and has plenty of business offering, with flattering prospects for the winter.

Willis G. Van Auken of the firm of Bliss & Van Auken, who has been in poor health the last two years, is reported to be considerably improved. The firm is having all the business its Saginaw plant can handle, and the season has been satisfactory.

The Flege Desk Company at Saginaw consumes a large quantity of Michigan hardwood timber in the manufacture of its products, the greater portion of which goes abroad. It has now orders for \$40,000 worth of manufactured goods, all for foreign markets, and it has more orders booked than it can fill this year. In the packing rooms are now \$4,000 worth of desks in "knockdown" shape, crated for Cartagena, South America. A large amount of additional machinery is being installed in the plant, which will materially increase its capacity. In the making of the desks, oak, walnut and mahogany is extensively utilized.

The Michigan Wagon Works and Manufacturing Company began work at St. Johns, Clinton county, last week with a force of fifty men, which will shortly be doubled. The capital stock is \$50,000.



The Cove Manufacturing Company has installed a new band mill at Rose City with a daily capacity of 20,000 feet and a supply of timber to keep it in operation a number of years.

The Sash, Saw, Table and Cabinet Company recently erected a factory and it is now in operation. It employs sixty hands, but this number is to be increased to 125 soon. The company expects to put out \$200,000 worth of goods annually.

The Kern Manufacturing Company's sawmill at Bay City was destroyed by fire October 17, involving a loss of \$100,000 with about \$20,000 insurance. The plant has for several years been stocked by the Ward estate and has been cutting pine. The pine of the estate is pretty well cleaned up, but it has about 800,000,000 feet of hardwood timber standing. It is believed the mill will be rebuilt.

The Detroit & Mackinac railway has constructed a three-mile spur from the Rose City division on the south branch to reach 8,000,000 feet of hardwood timber which J. W. McGraw of Bay City is having manufactured by a large portable sawmill.

Cheboygan is putting forth an effort to secure a large woodenware plant.

Considerable trouble is experienced in this part of the state to get enough men for work in the mills and camps. Camps are being started all through the timber districts where jobbers can get the men. Wages are high and supplies also unusually costly.

#### Grand Rapids.

The failure of the Belding-Hall Manufacturing Company and the closing down of its three factories at Belding was a hard blow to that town. It is still hoped that the factories will resume operations. The United States court, sitting at Grand Rapids, has denied the petition of Frank Jones, receiver for the Belding-Hall Manufacturing Company, to be given possession of 800,000 feet of hemlock lumber replevined from the company by the Mercer & Feron Lumber Company of Grand Rapids the day before the company went into the hands of a receiver.

It is announced that the hardwood mill of Cook, Curtis & Miller, located at Curtis on the Manistique railroad, will be closed down during November, the deer hunting season, for the convenience of its Nimrod employees no less than for the purpose of making extensive repairs at the plant.

The Browne-Morse Company has been organized at Muskegon with \$55,000 capital to succeed the Gray Manufacturing Company in the manufacture of office furniture and filing devices.

The Oval Wood Dish Company of Traverse City has replaced its wooden vats at the factory with ten large ones built of cement and grout. Logs have been coming in fast and the plant is again in operation.

The Elk Rapids Iron Company has finished its season's cut and its sawmill is shut down.

The plant of the Reynolds Wagon Company, located just outside the city of Kalamazoo, was burned October 19. The loss is estimated at \$25,000, insured at \$15,000.

William Goltry and George Lucas have the contract to lumber off a tract of 200 acres of timber for Crowl & Co. of Harbor Springs. The timber is estimated at 2,000,000 feet.

The Michigan Furniture Company of Ann Arbor is completing a large addition to its plant.

The Eastern Basket and Veneer Company of Buffalo, N. Y., and Holland, Mich., capital \$600,000, has filed articles of association with the secretary of state.

The Record of Petoskey says: "William H. White, president of the W. H. White and the Boyne City Lumber Companies, is quite indignant over the report that he is about to leave Boyne City. He says that while he has sold some of his holdings, he has no notion of leaving, and that the industries in which he is

interested will go on just as heretofore. The growth of Boyne City and the lumber companies are very closely interwoven. The W. H. White Company, organized in 1883, has grown to be one of the big concerns in this part of the country. Mr. White is also president and general manager of the Boyne City, Gaylord & Alpena railroad. He is a prominent factor in all that is for the betterment of the town, and the people of Boyne are rejoiced that he is not to leave."

The Electric, Land and Development Company at a recent meeting held at Traverse City voted to incorporate with \$1,000,000 capital for the purpose of developing power from the Manistee river. This is a reorganization of the old company, composed largely of Traverse City capitalists. The company has holdings whereby it can develop 20,000 horsepower from four power dams, and it proposes to deliver power from the first dam to Traverse City, Cadillac and Elk Rapids. It is planned to use this power for operating electric cars over the proposed road from Traverse City to Charlevoix. The contract for building this road has been let to the Carter Construction Company.

#### Columbus.

H. W. Putnam, president and treasurer of the General Lumber Company, returned last week from Asheville, Ky., where he closed a deal for the purchase of a large double band mill located at that place. The mill was owned by Jacob Leicht and has a capacity of 50,000 feet daily and is said to be one of the best equipped mills on the Ohio river. The General Lumber Company has been operating a large mill at Martin, Ky., and has under lease two more mills located at Marysville and Hammond, Ky. The concern operates large timber tracts in Lawrence, Johnson and Martin counties, Kentucky, and uses the Big Sandy river to reach the mills on the Ohio river. By a reorganization of the General Lumber Company some time ago, J. W. Taylor retired as president and was succeeded by H. W. Putnam, who had been secretary for several years. Mr. Putnam was also made treasurer. George R. Hedges is vice-president and Frank M. Raymond secretary of the company.

W. M. Ritter, president of the W. M. Ritter Lumber Company, with headquarters in this city, and which operates extensively in West Virginia, Virginia, Kentucky, Tennessee and other southern states, returned October 18 from a three months' trip in England and continental Europe. He was accompanied by his wife, and a large part of the time was spent in touring the Old World in an automobile. Mr. Ritter combined business with pleasure and he inspected the company's branches at Liverpool and London. He reports an active export market, although conditions abroad are very quiet. The Liverpool branch is in charge of Hy Brown, who also manages the London office, in charge of Ines Trighton. Of the 7,000 cars annual output of the W. M. Ritter Lumber Company, about 25 per cent is exported to the Liverpool and London branches. The company has about seventeen traveling salesmen on the road at the present time.

Local hardwood manufacturers report an active demand for beveled siding and drop siding. The market in both classes is quite strong, and the supply is limited.

The Powell Lumber Company will, about November 15, place in operation its large planing mill at the plant at 33 West Vine street. The mill is designed for remanufacturing purposes and is the first one of its kind established in central Ohio. The mill will turn out heavy timbers for car sills, bridge work and the like.

John R. Gobey & Co. report an active trade, notwithstanding the dullness in the market. Mr. Gobey says: "The market has been so swift for the past few years that a little breathing spell is not unwelcome."

#### Indianapolis.

A new sawmill is being built at Yazoo City, Miss., by the Maley Hardwood Lumber Company of Edinburg, Ind. It will have a daily capacity of 30,000 feet. The company will saw gum and oak principally for foreign markets.

The Capitol Veneer Company is building a new plant in this city at West McCarty street and the Belt railroad. A building, to be used as a sawmill and cigar factory, will cost \$5,000, while the warehouse will cost about \$1,500.

William Cain, for forty years associated with his brother, Thornton P. Cain, in the lumber business at Richmond, died in that city a few days ago. He was born in Chillicothe, Ohio, but spent the most of his life in Richmond. Death was caused by apoplexy following a year's illness.

Building materials exclusively will be manufactured and sold by the S. & J. Manufacturing Company, organized at Connersville by Thomas H. Stoops, Andrew W. Jackson and Anna M. Stoops. The company has \$25,000 capital stock and will equip an up-to-date plant.

Members of the Indiana Manufacturers' and Shippers' Association are starting a movement for a debit-and-credit system of charging demurrage which would give the shipper a rebate for releasing cars before the expiration of the forty-eight hours' free time allowed. The next Legislature will be asked to incorporate an amendment in the shippers' law covering the desired point.

The Durham Tie and Lumber Company has been organized at Borden by J. C. Durham, C. E. Bierly and S. W. Burns, who have invested \$10,000. A general lumber business will be conducted, with a specialty of railroad ties.

Barber & Boicourt of Wolcottville and Kuntz Bros. of Shirley have established lumber yards at Beech Grove, the new town southeast of the city where the New York Central Railroad Company is erecting its new shops at an expenditure of several million dollars.

Plans have been completed by the Dynes Lumber Company for its new plant at Thirtieth street and the Monon railroad tracks which is to replace the old plant on Maryland street sold a few days ago. Seven buildings are being erected, including an office building, two large dimension sheds, a flooring shed, planing mill, finish shed and a heating plant, the latter to be of brick. The company has a site 660x125 feet and will have a private switch the entire length of the yard.

It is announced that the Blanchard-Carlisle Company of Kokomo, dealers in finished lumber, has voluntarily dissolved partnership and that the business will likely be continued under a new name.

Daniel Wertz of Maley & Wertz, Evansville, is spending a week in Kentucky and Tennessee buying oak logs.

J. O. and W. S. Brannum and Elbert Keene have organized and incorporated the Brannum-Keene Lumber Company here, investing \$25,000. A modern plant will be installed and the company will handle a full line of lumber and will probably deal in timber.

A branch plant is to be established at Shelbyville by the Indianapolis Casket Company of this city and will be in operation about January 1. Casket shells will be manufactured at the new factory and brought to this city to be finished and sold.

A selling trip through the Northwest is being made by Bedna Young of Young & Cutsinger, Evansville, dealers in hardwoods. He will be gone for some time.

Railroads have announced their intention of contesting the right of the Indiana Railroad Commission to order the placing of switches and sidetracks. A few days ago the Lake Erie and Western railroad was ordered to place a switch at the lumber yard of S. P. Jennings, Newcastle, who was to bear the cost with the understanding that it was to be refunded at the



rate of \$2 per car. The road has now brought suit charging that the commission exceeded its authority in making the order.

For the purpose of working up a heavily timbered tract which they recently purchased, Charles and Eli Stottlemeyer of Fortville have gone to Dublin, Miss. They took a complete sawmill outfit with them, which they will put into operation at once on the new tract.

The Fullerton-Powell Hardwood Lumber Company of St. Louis has established a lumber yard in Evansville and will make that city one of its principal distributing points.

#### Cincinnati.

The Summit Lumber and Mining Company of Akron, Ohio, has been incorporated with a capital of \$75,000 by C. H. Wheeler, C. W. Gabriel, A. W. Gasser and H. E. Gabriel.

In the schedule filed at Lexington, Ky., by the receiver in bankruptcy for the Boyce & Grogan Lumber Company it was shown that many concerns and individuals all over the country were caught in the failure, among the largest losers outside of Kentucky being Schultz Bros. & Cowen, Chicago, \$15,000; Phoenix Lumber Company, Little Rock, Ark., \$6,871.45; Sequatchie Iron, Coal and Lumber Company, Spring City, Tenn., \$10,029.49; Smith, Myers & Schneir Company, Cincinnati, \$4,000; Chippewa Falls Furniture Company, Chippewa Falls, Wis., \$2,805.75; Rumbarger Lumber Company, Philadelphia, \$5,519.89; Deloach Manufacturing Company, Shreveport, La., \$4,996.40; C. Boyce, Abingdon, Va., \$29,446.36.

Myron Banning, brother of Leland G. Banning, one of the best known local lumbermen, passed away peacefully a few days ago at his residence in Avondale after a short illness. The news of his death came as a surprise to his numerous friends and business associates. Mr. Banning had been conducting a prosperous lumber business in Cincinnati for a number of years, with headquarters in the Allen building. He was a Hoo-Hoo, a member of the Lumbermen's Club and also a member of the Chamber of Commerce. In all three associations he has been active and popular. His funeral took place from his home and was attended by a number of local lumber dealers.

Owing to the constant increase of business the E. E. Beck Lumber Company, at Liberty and McLean avenue, has found it necessary to expand and has leased the adjoining lot. They have increased their capital from \$10,000 to \$50,000. The new property will be used as an addition to their lumber yards, so that they are carrying a larger and more complete stock and are able to take care of their orders promptly.

The K. & P. Lumber Company has secured a lease on four acres of land directly opposite its present plant and will establish a new sawmill on the ground. The lease holds for fifteen years and it is said that there is a clause which calls for the purchase of the property at the expired time. The tract is located near the Big Four crossing in Elmwood and is also within a short distance of the Norfolk & Western road, thus giving the lumber company ample shipping facilities. M. Kosse, president of the K. & P. Lumber Company, states that the property will be greatly improved at once, and it is the intention of the company to extend its business in general. The addition of the new sawmill will about double the concern's capacity, which will, of course, result in its business being greatly extended.

The Lumbermen's Club held its first monthly meeting for some time at the Business Men's Club last week. The meeting was confined to the discussion of the ruling of the railroads, which went into effect August 1, stating that the minimum weight of lumber in a car shall be 34,000 instead of 30,000 pounds. It was contended that some cars will not hold 34,000 pounds of certain kinds of lumber. Among the speakers were Sam Richey, George Littleford, Ben Dulweber and Col. A. D. McLeod. The

regular monthly meetings will be held, as usual, the first Monday of each month, the next one being scheduled for November 4.

The Morrison & Snodgrass Company, whose plant was partly destroyed by fire some time ago, will be dissolved. The firm is composed of Andrew Morrison, the founder of the company, and his two sons, George and Arthur. The elder Mr. Morrison will retire from the business and devote his time to his real estate in Mt. Auburn, while George and Arthur Morrison will, within the next few weeks, incorporate the company under a new name and will also have started the erection of their sawmill, which is to be constructed in Avondale. The Morrison & Snodgrass Company was one of the oldest concerns in the Queen City.

An intervening petition in the Cypress Lumber Company's involuntary bankruptcy case has been filed in the District Court by two additional creditors of the defendant. The interveners deny that the Boyce & Grogan Lumber Company, one of the original petitioners, has a provable claim against the defendant. The intervening petition adopts all the other allegations in the original. In addition thereto it is asserted the Cypress Lumber Company gave a preferential claim for \$6,000 to the Cosmopolitan Savings Bank of this city.

Judge Thompson of the District Court refused to appoint a receiver in the involuntary bankruptcy case brought against the Enterprise Lumber Company a few days ago, in order to take it out of the hands of the receiver appointed some months ago by the Hamilton County Common Pleas Court. W. H. Stewart was appointed receiver by the latter, and Judge Thompson stated that he would not make any change in this regard until after the defendant company had been adjudged a bankrupt. It was charged that W. H. Stewart had not been attending to the business properly, but this was disproved, as it was shown that during his term the company had made a profit of \$10,000. James W. Meyers, president of the company, has been missing since last July, and no word has been received of his whereabouts.

#### Chattanooga.

The Union Lumber Company has completed the installation of saw and door equipment at the plant of Ridgedale. The equipment was added to supply local demands only. Ed Fenger, president of the concern, says wholesale demands are now a little dull because of overproduction and the stiffness in the money market.

The Case-Fowler Lumber Company, which has been reorganized here since W. M. Fowler sold his interests in the Fowler-Personette Lumber Company of Birmingham and returned to this city, is establishing office and yards at East End on the site formerly occupied by the company. The company will deal in hardwoods, including oak, poplar, chestnut, gum, etc. It is accumulating considerable stock, although Mr. Fowler says there seems to be no great demand for lumber just now.

The Chattanooga Wheelbarrow and Truck Manufacturing Company, which was recently reorganized with \$50,000 capital stock and which took over the plant of the Chattanooga Wheelbarrow and Manufacturing Company at East Lake, has elected the following officers: President, W. M. Fowler of the Case-Fowler Lumber Company; vice-president, Z. W. Wheland, president of the Wheland Machine Works; general manager, A. D. Catlin, president of the Chattanooga Machinery Company; secretary, P. S. Fitzgibbons, manager McLean Lumber Company, and treasurer, C. H. Huston of the Chattanooga Machinery Company.

H. B. Cates of the H. B. Smith Machine Company of Atlanta, Ga., was a recent visitor here.

Harry Fowler, the young son of W. M. Fowler, has recently been appointed vicegerent snark of the Order of Hoo-Hoo for the Eastern district.

Capt. A. J. Gabagan of the Loomis & Hart Manufacturing Company was a member of the committee which received President Roosevelt while in the city October 22 on his return trip from Louisiana.

Market conditions here are considered of such a serious character that the matter will be taken up at a meeting of representatives from all over east Tennessee to be held in Knoxville November 14, when the scale of prices on logs, etc., will be discussed at length. Capt. A. J. Gabagan of the local association is now sending out letters urging the lumbermen to attend this meeting, when it is hoped that something of definite value may be accomplished.

Fred K. Conn, vice-president of the Bayou Land and Lumber Company of Cincinnati, who passed through here recently en route to Cincinnati from the South, says the mills throughout the South are looking rather "blue" over the situation and that they are not buying to any degree.

#### St. Louis.

The receipts of lumber by rail for the first twenty-one days of October this year were 8,222 cars, as compared with 7,439 cars during the same period last year. Receipts by river were 273,000 feet. There were received 419,000 feet during the same period last year. Shipments by rail during the first twenty-one days were 6,561 cars, against 5,879 cars during the same period last year. There were 85,000 feet shipped by river, against 147,000 feet during the first twenty-one days of October last year. This shows an increase in rail receipts of 783 cars during the first twenty-one days of October this year. A decrease of 146,000 feet in river receipts in comparison with last year is shown; an increase of 682 cars in shipments by rail in comparison with the first twenty-one days of October last year, but a falling off this year of 62,000 feet in shipments by river.

L. M. Borgess, secretary of the Steele & Hibbard Lumber Company, who is in the northern territory on a selling trip, is sending in some good-sized orders for hardwoods and is getting satisfactory prices on his orders.

W. R. Chivvis reports a good demand for walnut, his specialty. Four cars for the European trade were shipped from his yard recently. G. H. Barnes, president of the G. H. Barnes Hardwood Lumber Company, has been shipping considerable stock for railroad account recently.

A good trade for all items on the hardwood list is reported by E. H. Luehrmann, vice-president of the Charles F. Luehrmann Hardwood Lumber Company. The car shortage has interfered very little with their business, although at times, like others, they have had some trouble in getting cars.

George E. Hibbard, vice-president of the Steele & Hibbard Lumber Company, returned early in the month from a selling trip. He booked some good-sized orders.

Theodore Plummer, president of the Plummer Lumber Company, says they have enough orders on their books to keep them busy for the rest of the month. Theodore M. Plummer, secretary of the company, is still in the South winding up his business preparatory to going to southern Texas soon after the first of the year and engaging in the ranch business.

Mr. Powe, vice-president of the Plummer Lumber Company, was called to Asheville, N. C., this week by the death of his sister.

The Valley Hardwood Company filed articles of incorporation on October 21, with a capital stock of \$150,000, fully paid. The object of the corporation is to deal in lumber and products thereof. The first meeting will be held October 29.

#### Nashville.

Nashville, Tenn., seen only once. The first days over the visit of President Roosevelt. Two Nashville lumbermen, John B. R...



W. Love were members of the special reception committee which greeted President Roosevelt when he was taken into the city on the morning of October 22, and Gen. Gates P. Thurston, another Nashville lumberman, was a member of a general reception committee that escorted Mr. Roosevelt to the Hermitage, the historic home of Andrew Jackson.

At a recent meeting of the directors of the Sykes Lumber Company, in which a number of Nashville men are interested, the name of the company was changed back to its original name of the Conasauga Lumber Company. This company has large holdings in Polk county, Tennessee. C. H. Benedict of Nashville is general manager. He reports that the big sawmill is about completed and that it is ready to begin cutting logs. Work is being pushed on a nine-mile extension in the strip of a railroad line.

Smartt & Co. is the name of a lumber company recently organized in Nashville with A. H. Card of Nashville and E. W. Smartt of Manchester as its moving spirits. The company has purchased timber in west Tennessee and Mr. Smartt will direct the operations of the company from Covington, Tenn.

The American Hardwood Lumber Company recently acquired for the sum of \$18,259 the lumber interests of Hugh C. Card in this section. Mr. Card will go with the purchasing company, however, and will manage its affairs. John M. Smith, local manager, will retain his headquarters at Dickson, Tenn.

The veneering plant of the Fred W. Black Lumber Company of Chicago, recently begun in West Nashville, has been completed and will be in operation in a few days. Most of the machinery has already been put in place and timber will be cut shortly. The company will do sawing on a large scale in addition to regular veneering work. The plant is a big one and will work a considerable force of men. Horace Black, brother of Fred W. Black, will be in charge here.

It has been decided to play the third game fixing the "hardwood championship" of the South as between Nashville and Memphis some time next spring. Both Nashville and Memphis want the game to be played on their own grounds, naturally as each won the game played at home. Neither place has thus far agreed, however, that the game should be played away from home, so it has been decided to flip a coin to see at which city the game will be played.

J. W. Overly and Col. Tip Gable of Nashville have invented a device for raising sunken logs out of rivers. It is so arranged that it can be worked without the aid of a diver, and from a boat, clamps fitting under the log. The device is now being worked from the launch of Col. Gamble, the "Little Tip." A patent will be applied for.

The Nashville, Chattanooga and St. Louis railway through its agents, P. J. Dennison and Thomas A. Enochs of Lexington, Tenn., bought some 25,000 cross-ties for the railroad at that point during the month of September.

Great scarcity of labor is reported by the lumbermen doing business in and around McEwen, Tenn. It is reported that thousands of cords of stove bolts, together with many logs, are lying in the various lumber yards there on account of the inability of dealers to secure men to move them.

The Farrin-Korn Lumber Company of Cincinnati, an Ohio corporation, has filed a copy of its charter with Secretary of State John W. Morton, thereby gaining permission to engage in business in Tennessee.

The entire red cedar interests of the Nashville Tie and Cedar Company, organized a few years ago as an adjunct to the firm of Love, Boyd & Co., has recently been purchased by J. P. Meredith & Co. The sale was brought about by the desire of the firm of Love, Boyd & Co. to devote more time to the tie business. The Nashville Tie and Cedar Company was organized primarily to handle both red cedar and cross-ties. It soon developed, however, that the

cross-tie business was overshadowing the cedar business. The company has therefore sold out its red cedar business to the firm of Meredith & Co., consisting of telephone and telegraph poles, piling, sawed cedar, cedar pencil stock, and all contracts and the good will of the company as far as the cedar business is concerned. Mr. Love states that the entire force of the Nashville Tie and Cedar Company will remain intact and that none of the men will go with the new deal. The entire energies of the company are to be devoted to the cross-tie business, which will be pushed with redoubled energy. Even the name of the company will not be changed just at present, although it is likely the "cedar" part will be dropped in the no distant future. The consideration for the deal has not been disclosed.

The P. G. Dodge Lumber Company of Chicago, which recently located in Nashville, is rapidly changing its business here. The local branch is in charge of John Crane.

The E. & N. Manufacturing Company recently purchased several thousand acres of timberlands in Colbert county, Alabama, for a consideration of \$42,760. This company, which does an enormous woodworking manufacturing business, also owns other large timber tracts in the South, another one in east Tennessee comprising several thousand acres.

John M. Smith has been to St. Louis on a business trip.

S. Loveman of the firm of Lieberman, Loveman & Co. was in Chicago last week on business.

It is likely that a new band sawmill will be located in Nashville by E. A. Swain and E. F. Karmire of Shelbyville, Ind. Both were visitors in Nashville during the past few days. They propose to erect a moderate-sized plant that will cut quartered oak flitches for veneers.

The Cumberland Land and Timber Company is the name of a new lumber concern incorporated in Tennessee in the last few days. It is capitalized at \$100,000. The incorporators are Henry Sperry, G. A. Washington, E. A. Lindsey, J. H. Baird, T. E. Allen, W. E. Orndorff, James Trimble, E. W. Foster, John Branham and W. D. Hamilton.

The Nashville Hardwood Flooring Company will close its plant in West Nashville temporarily next week for the purpose of installing new engines, boilers and machinery. Although the plant is a large one, the business has outgrown its capacity and it is necessary to make improvements that will increase the capacity about twenty-five per cent.

### Memphis.

The first regular bi-monthly meeting of the Lumbermen's Club of Memphis for the new season was held at the Gayoso Hotel October 19. There were about forty members present and George D. Burgess, president, was in the chair and the other officers were on hand to perform their duties. After a delightful luncheon President Burgess addressed the meeting, expressing much pleasure at seeing so many members of the club present at the first gathering. He referred to the many problems that would probably come before the organization during the year and urged that the attendance always be as full as possible. He reviewed some of the more important accomplishments of the club and referred to the wonderful prosperity enjoyed by members of the organization during the past four or five years. He commented also upon the sten which J. W. McClure, secretary, had taken a few days ago when he was married, and gave to him the best wishes not only of himself but of all other members of the club. Mr. Burgess expressed the fear that it might be necessary for the lumber trade of this city, in view of certain conditions, to transact business on a slightly closer margin than heretofore, but as a whole his address was one of good cheer. He especially made mention of the fact that the lumbermen of Memphis had reflected great credit

upon themselves by the generous contributions to the fund for the entertainment of the Waterways Association.

It was voted to contribute \$50 to the Deep Waterways Association to aid in defraying expenses for the coming year. The club had previously voted for the resolution calling for a contribution of \$1 from each member, but it was decided to give \$50 because there are so many members of the Lumbermen's Club who are connected with other organizations in the city and who would therefore be called upon to make two contributions instead of one. There were several talks on this subject and it was pointed out that the Lumbermen's Club of Memphis had done more toward raising money for the entertainment of the Deep Waterways Association here than any other organization, and that therefore it should not be called upon at this time for very much of a sum. It was ascertained that the contribution by the lumbermen alone amounted to approximately \$2,000.

The committee appointed to attend the Deep Waterways Association as delegates from the Lumbermen's Club asked for further time to make its report.

S. B. Anderson, chairman of the committee on invitation to hold meetings at the Business Men's Club, stated that it had been unable to give proper time to this matter recently and that he would like to have it go over until the next meeting. The Business Men's Club now has a very handsome home and has extended to the Lumbermen's Club of Memphis an invitation to hold its meetings there instead of at the Hotel Gayoso.

George C. Ehemann, chairman of the committee on baseball tickets, sale of programs, etc., stated that his returns were not all compiled and that he would not make full report until the next meeting. Captain J. W. Thompson was called upon for some information regarding the last game of the season between Memphis and Nashville, and he stated that it had been quite fully decided that there would be no game until next year. He stated that he had made a proposition to the lumbermen of Nashville to come here and play, but that they had been clever enough to return the invitation. He stated that he did not see any particular use about hurrying in playing for the cup, as it was in the possession of the lumbermen of this city and could not be more so if it were actually owned by the lumbermen of Memphis.

A letter was read from Secretary Terry stating that it would be impossible for the National Lumber Exporters' Association to hold its next meeting in Memphis, in accordance with the invitation extended by the Lumbermen's Club. He stated the meeting would be held at New Orleans, this action being made necessary by certain important association conditions. He warmly thanked the lumbermen of Memphis for the invitation.

The chairman of the river and rail committee did not have any particular report to make, stating that there had not been much of interest to consider during the summer holidays. On motion of Col. S. B. Anderson the river and rail committee was instructed to draw up resolutions protesting in the name of the Lumbermen's Club of Memphis against the action of the railroads in refusing to allow shippers to use signs on cars.

Weather conditions throughout this territory during the past fortnight have been rather favorable for production and the mills have been making rapid progress except where interfered with by inability to secure necessary raw material. This latter event has been caused in some instances by scarcity of labor, but more generally by inability to secure cars for the handling of logs. Even some of the larger mills in this city have had to close down at times because of their inability to get cars to transport their logs here.

The car situation does not show any improvement and none is expected in the near future.



## HARDWOOD RECORD

In fact every indication points to less favorable conditions in this respect. All reports from Mississippi and Alabama suggest that there is a most pronounced shortage of cars and that conditions are quite as bad as they were last season.

R. J. Darnell, Inc., will tear down its old band mill in this city about November 1 and will use the boilers connected with this plant in the operation of the new double band mill now being installed in New South Memphis. The old band mill itself will be removed to Leland, Miss., where the company is operating a large plant. The structure to receive this mill has already been erected at Leland and the necessary motive power has been secured, with the result that it will take very little time to get it in operation after it has been removed. The company has practically completed its railroad running out from Leland to its timberlands. This is about thirteen miles in length. It is equipped with fifty flat cars and one engine.

The Lee Wilson Lumber Company, with head quarters in this city, has already begun the operation of its big band mill at Wilson, Ark. The company recently lost by fire its mill at Amorel, Ark., and it is announced by the management that a small circular plant will be established at that place to cut up the logs which have accumulated in the lake. There will be no effort to rebuild the burned plant further than already suggested. The company is preparing to install a waterworks plant at Wilson in order that it may meet the requirements of the insurance companies. Johnson & Fleming, deep well makers, of Memphis, have secured the contract to put in a well at the mill and have made plans for the waterworks system.

The Buena Vista Veneer Company has been formed at Des Arc, Ark. The stock is \$10,000. Herman Romander is president; Henry P. Daly, Edward Williams and others are directors.

Echoes of the Deep Waterways Association are heard in Memphis almost daily. Citizens living along White river in Arkansas propose to make extensive improvements in that waterway, while reports are received here that plans are under way for extensive improvements in the Tennessee river.

The Larkin Company of America is making preparations to operate the plant of the old Wolverine Manufacturing Company in New South Memphis. The company will cut dimension stock for furniture manufacturing concerns. This company gives a large number of premiums every year on the sale of its soap and other products and the dimension stock to be cut here will be shipped to those companies which are engaged in the making of this furniture.

The Anderson-Tully Company, which has head-quarters in this city, recently lost its box factory located at Vicksburg, Miss. The estimated loss ranges from \$25,000 to \$30,000, partially covered by insurance. The management is making preparations now for rebuilding the plant and the new structure will be equipped with more modern machinery than the burned one. The daily capacity of the old plant was about two cars a day. The company is exceptionally fortunate in having completed some weeks ago its second box factory in this city. This will enable it to take care of the orders it now has on hand.

The mill of A. H. Jones, located north of Trezevant, Tenn., was destroyed by fire several nights ago. No definite estimate of the loss is ascertainable.

The Edgefield and Nashville Manufacturing Company of Nashville, Tenn., has purchased two tracts of timberland in northwest Alabama, paying for the first \$29,760 and for the latter \$12,000, a total of \$41,760. There are several thousand acres in the two tracts and the price paid therefor is several times as high as that which prevailed a few years ago and nearly double that of twelve months ago.

The American Veneer Company has been organized at Fort Smith, Ark. The capital stock is \$25,000. Joseph Ingalls is president of the company.

Col. S. B. Anderson, president of the Anderson-Tully Company, and one of the best-known lumbermen of this city, is being groomed for the Republican nomination for governor of Tennessee. The Republicans have not selected a candidate from the western division of this state in a number of years and some of the promoters of the destinies of the G. O. P. are of the opinion that this will be a very wise move. Mr. Anderson has figured in politics to a considerable extent since coming to Memphis. He has been a delegate to both state and national conventions, and his son, H. B. Anderson, is now a member of the Republican state committee. A number of leading questions have been asked Mr. Anderson in regard to his probable action in connection with the proposed nomination, but he modestly waives matters by saying that he will not commit himself until the nomination has been actually tendered him.

W. H. Russe of Russe & Burgess sailed for Europe on October 10 and will be gone for a number of weeks. The business of the company is being looked after by George D. Burgess, who recently returned from an extended trip abroad.

C. J. Tully, president of the Banning Lumber Company and vice-president of the Anderson-Tully Company, has recently returned from a trip to Europe. Mr. Tully went primarily for his health. He took the baths at Carlsbad and afterwards traveled over the greater part of the continent. His health is much better than when he left America and he reports his tour was an exceptionally delightful one.

The Wiborg & Hanna Company, which has an office in this city, has recently begun operations of a band mill at Kimball Lake, Miss., with a daily capacity of 30,000 feet. J. H. Wolf is in charge of the plant.

### New Orleans.

With a deadlock existing between the ship agents and the river front laborers at this point, and with the entire front tied up by the strike, the lumber export business out of New Orleans has temporarily become a non-existent phase of trade and practically all the lumber exports which usually come this way are being diverted by the exporters to Mobile, Gulfport and other ports on the Gulf. The situation is serious and has been so for some time. Today there are no indications of an early settlement of the strike and until there is an absolute certainty that the trouble will be ended the lumber exporters will not bring their business back this way. As it is some of them have been tied up on shipments which had arrived here before the strike was declared, and these shipments are being seriously delayed by the river front troubles. The stave export business is suffering in particular and in place of the hundreds of thousands of staves which leave here monthly during this season, few or none are now going out.

Hon. Pearl Wight, United States Commissioner of Agriculture, and president of the Panama Lumber and Trading Company, which holds a number of contracts with the Isthmian Canal Commission, has returned to New Orleans from his annual vacation and is now arranging his business affairs to leave for Washington about December 1 to take charge of the office which President Roosevelt has given him. Mr. Wight is interested extensively in timber and is also one of the best-known bankers and business men of New Orleans. He will leave all his business affairs in competent hands upon his departure for the capital.

Morris, Kent & Chaney of Baton Rouge, La., are considering plans for a small mill to develop forty acres of hardwood timber land.

Advices from Yazoo City, Miss., state that

the Maley Hardwood Lumber Company, J. S. Grant, secretary, of Edinburg, Ind., will establish a band sawmill with 40,000 feet daily capacity to develop timber lands near Carter, Miss. The millsite covers eight acres.

More than the usual interest attaches to the announcement of the appointment of a friendly receiver for the J. E. North Lumber Company, a big manufacturing and exporting concern of Bond, Miss. The receiver is S. D. Thayer of the Thayer Export Lumber Company of Gulfport, and he has been in charge of the company's affairs for the last fortnight or so. For some time it has been known that the North company has been hard pressed for ready money. Because of the car shortage and other unsatisfactory conditions the company finally found it necessary to ask for a receiver, Mr. Thayer, a brother-in-law of Mr. North, being named. The company controls extensive holdings and it is stated that all its affairs will be logically and legitimately administered through the courts. The officers are J. E. North, president; C. R. North, vice-president; L. L. North, secretary.

A new company, capitalized at \$5,000, has been organized to build a woodworking plant at Ellisville, Miss. B. F. Fridge, George B. Pack, George Gaugh and others are the incorporators. The plant will manufacture doors, windows and interior woodwork, all of hardwoods.

J. G. Joyner, recently appointed chief inspector for the Gulf Coast Lumber Exporters' Association, has formally taken charge of his office. He has charge of the lumber inspection at all ports represented in the Exporters' association.

The Lewis Lumber and Manufacturing Company of Hattiesburg, Miss., has applied for a charter. The organization is capitalized at \$35,000 and it will manufacture cross-arms for telegraph poles and other specialties, devoting part of its time to novelties in woodenware. R. R. Akers and E. L. Russell of Hattiesburg are the incorporators.

Recent advices from Gulfport, Miss., state that the lumber exporters and shippers there are having a good deal of trouble with a new stevedores' union that has been organized there. Immediately after the organization of the union eleven of those exporters engaged most extensively in the business issued a statement declaring that they would not employ any stevedore in any way affiliated with the new union. As yet the shipping at Gulfport has not been seriously affected.

### Charlotte, N. C.

The Hiwassee Lumber and Manufacturing Company, of Murphy, N. C., has been chartered to manufacture and deal in lumber, etc. The authorized capital is \$10,000, with \$2,000 subscribed. The incorporators are A. G. Dewees, J. W. Ford, O. B. Ward, A. A. Fain and S. W. Lovingood.

The Blue Ridge Lumber Company of Apalachia, Cherokee county, North Carolina, has received a charter. The authorized capital stock is \$40,000, but the company may begin business with \$10,000. The incorporators are J. U. Brown of Apalachia and George and John E. Oherne of Knoxville, Tenn. The company will deal in timber and mineral lands and manufacture and sell all kinds of lumber.

The Parkersburg Lumber Company has been incorporated under the laws of West Virginia, with principal offices at Fairmont, but its chief works will be in Sampson county, N. C. The company will conduct a general lumber business, build railroads, etc. The authorized capital is \$25,000. G. F. Barnes, Murray Dickerson and others of Fairmont, W. Va., are the incorporators.

Machinery for the Oaks Manufacturing Company of New Bern, N. C., has arrived and is being placed. The company will manufacture

The Lattimore Lumber Company of Lattimore,



N. C., has just been chartered to do a general lumber business. The capital is \$25,000 and the incorporators are L. V. Lee, J. P. Lartimore, J. F. Alexander and others.

It is reported that High Point, N. C., is to have another furniture factory soon.

The Statesville Safe and Table Company of Statesville, N. C., will soon be ready for business. The two main buildings and dry kiln of the plant have been completed and most of the machinery has been placed. A number of artesian wells are being bored, the plant having to furnish its own fire protection. C. R. Johnson is secretary and treasurer of the company.

The Dalton Furniture Company's plant at High Point, N. C., caught fire a few days ago and would probably have been destroyed had it not been for the sprinkler system installed recently. As it was, the damage was only slight. The Dalton company shipped a solid car of furniture to Panama last week.

It is stated by the managers of the Hannah Box Shook Company of Wilmington, N. C., that their large plant, which was destroyed by fire on the night of October 7, entailing a heavy loss, will be rebuilt at once. The plant will not be rebuilt on the same site.

Ground has been broken for the Leaksville Furniture Company's plant at Spray, N. C. This concern will manufacture mantels, etc. Allen T. Happer is secretary and treasurer of the company.

The dry kiln, planing mill and more than a million feet of lumber, belonging to the H. C. Buck, Jr., Lumber Company, at Artesia, N. C., were destroyed by fire a few days ago. Loss is estimated at about \$5,000. H. C. Buck, Jr., of Newark, N. J., is president of the company. It is thought the plant will be rebuilt.

The Kinston Lumber Company's plant at Kinston, N. C., was visited by fire recently, which destroyed three dry kilns and damaged 150,000 feet of lumber. Loss is about \$12,000, with only \$3,500 insurance.

It is reported here that a party of United States senators and representatives of the forestry bureau will shortly make a tour of the Appalachian Park boundary, which is to compose a national forest. Two days will be spent in the North Carolina mountains, over routes that will give a fine view of the upper watersheds of the Catawba, New and Yadkin rivers, which rivers and tributaries traverse a large portion of the country recommended for reserve.

John A. Fox, traveling director of the National Rivers and Harbors Congress, has just paid a visit to Wilmington, N. C., to acquaint himself with the project for a 30-foot depth of water from Wilmington to the sea. Mr. Fox left Wilmington for a tour of the state, speaking at Charlotte, Asheville, High Point, Greensboro, Raleigh and most of the other larger towns of the state.

#### Wisconsin.

The large new factory of the Phoenix Manufacturing Company of Eau Claire is rapidly nearing completion and it is expected that it will be ready for occupancy by November 1. It is a two-story structure of brick, 202x92 feet in dimensions, having a big skylight, making it a most thoroughly lighted factory. Individual electric motors are being installed throughout, doing away with steam entirely except for heating purposes. The new logging engine for hauling logs on sleigh roads, which the company recently put on the market, together with the steadily increasing demand for its regular line of sawmill machinery, made imperative the construction of a new plant, and the company, with characteristic thoroughness, has put up a model building. One feature of the factory is the large amount of floor space to be used as an erecting room, this being supplied with a P. & H. 20-ton electric crane, side trackage, being supplied within the building, greatly simplifying the loading of heavy objects by the use of this gigantic

traveler. The galleries will be used for manufacturing and assembling lighter weight machines.

The Wheeler-Timlin Lumber Company of Wausau has leased the plant of W. S. Morgan & Sons at Kenan, which it will operate this winter, cutting a considerable quantity of hardwood timber recently purchased in that vicinity. A. L. Barge will be in charge of the operations. F. D. Timlin reports trade good and says that business has picked up considerably during the past two weeks, and he looks for a busy season.

Activity at the sash and door plant of the Curtis & Yale Company at Wausau reflects great credit on the energetic members of this concern. They are always on the lookout for new business and get more than their share, as they not only turn out an expertly manufactured line, but are the kind of business men that it is a pleasure to deal with.

F. K. Goodman of the Ingram Lumber Company of Wausau reports business very good with his concern at present. He spoke flatteringly of the HARDWOOD RECORD bulletin service and said that every number contained a mint of information and that he was generally highly pleased with results obtained by the "tips." F. H. Pardoe of this company is visiting the Minneapolis market this week on a business trip.

Work is being pushed on a large addition to the plant of the McDonough Manufacturing Company, extensive producers of sawmill machinery at Eau Claire. The new building will be part two stories in height and the rest one, and will be used for general foundry purposes. The old foundry will be converted into a machine shop. The building will be ready for operation about the first of the year. E. Horan of the company says they have had an excellent business during the past season and are looking for an even heavier demand this year, and are making preparations in view of this prospect.

J. D. R. Steven of the Steven & Jarvis Lumber Company of Eau Claire reports the outlook for business this season even better than that of last, although his firm made a very gratifying record last year.

The plant of the Daniel Shaw Lumber Company has been closed down for the past month owing to the scarcity of logs, but it will resume work within the next few days. The season's cut will be largely hemlock and pine.

The Davidson jointer guard, manufactured by the Badger Jointer Guard Company of Eau Claire, has been recommended by the state factory supervisor, and the company is making some improvements on the original patents preparatory to manufacturing this excellent device on an extensive scale. Prospects look good for a rapid stride into popularity, and another season will undoubtedly see the Davidson jointer guard widely used.

Active scenes are the rule at the operations of the Dells Lumber and Shingle Company at Eau Claire, and have been for some time past. Jerome Gillett of the company says the hardwood output for the season has been contracted for and the soft woods are snapped up quite as lively as they care to have them.

Charles Linder of the John H. Kaiser Lumber Company, large manufacturers of lumber, boxes, etc., at Eau Claire, is on a business trip south. His itinerary includes Kansas City, St. Joe and a few days at the home office at Muscatine, Iowa. Workmen are busy at the company's local plant, treating the buildings with a fireproof exterior. The roofs are covered with galvanized iron and the sides are covered with a composite material.

John Corry, the special appraiser appointed to decide on the value of the real estate left by the late A. C. Merryman of Marinette, which was subject to inheritance tax, placed the value at \$1,046,972.

The King Lake Lumber Company of Depere has been incorporated; capital stock, \$14,000; incorporators, S. D. Murphy, John Dommer, M. E. Morgan and B. H. Rennigs.

The Hon. Isaac Stephenson, millionaire lumberman and United States Senator, has presented his home city, Marinette, with six city lots as a park for a training school.

The Goodman Lumber Company of Marinette has been incorporated with a capital stock of \$500,000. The incorporators are Robert F., Charles A. and Robert B. Goodman of Marinette and William O. and K. Sawyer Goodman of Chicago.

Braun Bros. & Co. of Athens have installed a steel carriage and made other improvements in their plant.

The F. Schunbring Company, which bought the Hoenisch Bros.' hardwood mill in Wausau, has torn the same down and will build a larger and more up-to-date plant on the site. The new plant will be in operation by early winter and the company has enough stock to run well into the summer of 1908. The mill will have a band saw and be provided with a battery of four bolters. A planing mill will also be erected.

The Star Lake Lumber Company has incorporated with \$50,000 capital. The incorporators are B. F. and P. F. Wilson and Neal Brown of Wausau. They will operate an old pine mill at Star Lake, cutting from a large tract of hardwood.

Volmar & Below of Marshfield have purchased from George Meade of Boyd a tract of good hardwood near Browning Corners which will cut 2,000,000 feet. The logs will be sawed at Boyd and the lumber hauled to Marshfield.

The Flambeau Lumber Company will cut 12,000,000 feet of choice hardwood near Mercer station. Camps are being built in preparation.

The Fenwood Lumber Company of Wausau has sold 3,000 acres of hardwood lands near Cranston to the Underwood Veneer Company of the same city. The land sold for \$38 per acre. The timber will be hauled to Wausau and cut up into veneer at the company's mill.

The Atwood & Weyerhaeuser Company has purchased of J. W. and D. W. Emerson of Prentice 45,000 acres of land in Price, Ashland and Iron counties. The land, it is said, will cut 200,000,000 feet of mixed timber.

John C. Shattuck and Frederick Bueson of Sparta, who recently acquired holdings in Vilas county, are building a mill in preparation for cutting their timber.

The Merrill Woodenware Company, Merrill, will lay in a stock of 3,000,000 feet of logs at its plant this winter.

The Colby Stave and Heading Company, doing business in Colby, has reorganized under the name of the Miller Manufacturing Company and the capital stock has been increased to \$50,000.

The Northern Hardwood Lumber Company of Maple has won in a contention for a sidetrack. The matter was taken before the State Railway Commission, which has ordered the Northern Pacific to build a spur track 2,300 feet long from the mills of the lumber company to the line of railroad, the cost of building to be paid for by the lumber company.

In the Marinette hardwood district, it is said, the different grades have lowered about \$1 per thousand. The cut this winter will be lighter than usual because of this and the fact that men are scarce and wages higher than usual.

John English, president and manager of the English Manufacturing Company, Merrill, has disposed of his stock (\$18,000) to two other stockholders, Joseph A. Emerich and E. H. Staats. The company has been reorganized under the name of the Merrill Woodenware Company and new officers elected as follows: President, Joseph A. Emerich; vice-president, A. B. Nelson; secretary, C. F. Hankwitz; treasurer, E. H. Staats; general manager, R. W. Wallace; assistant manager, A. Rollman.

The ox is again to be a factor in the logging operations of northern Wisconsin and Michigan this winter. For over fifteen years the slow, hard-working beast has been shoved aside by the horse. The high prices of horses and grain is the chief factor that has brought about a re-



tain to the old method of logging. Given cost \$100 a pair, while horses cost \$500. The cattle consume less grain than horses and are not so costly to keep.

### Minneapolis and St. Paul.

The nineteen lumber dealers indicted here by the United States, and on complaint of the attorney general, on the charge of using the mails with intent to defraud by circulating the "little black book," appeared in court October 10 and entered pleas of not guilty, with the understanding that any time before November 1 the pleas might be withdrawn and some other action taken. It is now decided by the their attorneys that the pleas will be withdrawn when the time comes and that they will enter demurrers to the indictment. The defense will claim that the indictment does not state a criminal offense, and the court will have to decide as a matter of law whether merely distributing instructions for meeting mail order competition constitutes an offense. Argument on these demurrers will be heard at an early date. There were two indictments, one against the nineteen lumbermen as individuals, charging conspiracy to defraud by use of the mails. A separate indictment was returned against T. S. McLaughlin of Minneapolis, charging misuse of the mails, but two days after the arraignment it was dismissed on motion of the district attorney. Both wholesale and retail merchants of every kind are intensely interested in the case and promise to make it hotter for the catalogue houses than ever. Those named as defendants in the indictment are as follows:

Ralp Burnside, Oskaloosa, Iowa.  
W. and G. Hollis, Minneapolis.  
George C. Ingalls, South Center, Minn.  
Stanley Moore, Waterloo, Iowa.  
C. E. Greef, Eldora, Iowa.  
N. S. Darling, Oklahoma City, Okla.  
Theodore S. McLaughlin, Minneapolis.  
Leonard Welles, Minneapolis.  
George P. Thompson, Minneapolis.  
Elijah Hudson, Minneapolis.  
I. Nesbit-Tate, Minneapolis.  
James C. Melville, Minneapolis.  
R. H. Clark, Minneapolis.  
H. F. French, Hawarden, Iowa.  
William J. Truac, Minneapolis.  
J. W. Lucas, Winona, Minn.  
O. M. Bestford, Winona, Minn.  
A. R. Rogers and George H. Rogers, Minneapolis.

E. H. Broughton, now secretary of the Montana Pine and Larch Association, of Kalispell, Mont., is to have charge of the Minneapolis sales office of the Forbes-Everts Lumber Company when it is opened next spring. Mr. Broughton is a Minneapolis man and until the present year he was engaged here in various capacities, last serving as assistant secretary of the Northern Pine Manufacturers' Association. The Forbes-Everts Lumber Company, whose incorporation was noted in the last issue of the HARDWOOD RECORD, is planning to build one mill right away close to its timber holdings near Van Buren, Mo., and will follow with others. When well under way it is expected to cut up to about 100,000,000 feet of oak lumber a year, and from 100,000 to 150,000 oak ties. G. W. Everts, general manager of the company, is going south in a few days to look after preparations for putting in the new mill.

C. F. Osborne of Osborne & Clark, the local wholesalers, reports a satisfactory demand for stock from the retail yard trade, not heavy, but according to the general situation all that could be expected. The factories are taking stock in small quantities as they need it, but there is no great amount of northern stock in sight. With the exception of birch uppers, the northern hardwoods left on hand can be sold by merely quoting a price. They are anticipating an average winter of production in Wisconsin.

W. H. Sill of the Minneapolis Lumber Company says they are preparing for a good winter's logging at the mill of the Ruby Lumber Company, Ruby, Wis., and with fair weather conditions expect to exceed last year's cut somewhat. They are pretty well sold ahead.

L. R. Drake of Brooks Brothers, St. Paul, says the building this summer has kept their concern very busy, and they are also looking for a good fall business.

A. E. Peterson of Peterson-Moore Lumber Company of St. Paul reports business moving along nicely in its regular channels. Although there has been a temporary lull the past month it has picked up again and holds good prospect for another brisk season.

E. W. Atherton of the Lamb Lumber Company, St. Paul, says their retail lumber business in all lines has been exceptionally good and a considerable amount of building now going on promises an active fall business.

F. A. Nolan has just returned from a trip to Montana, where he has been for several days past looking up hardwood connections. He reports a successful trip, also business very good in hardwood lines.

### Cadillac.

The slight depression in the lumber trade comes at a favorable time to manufacturers of lumber for the reason that help is scarce in the camps and the mills on account of many of the men leaving for the higher wages of farm work. The departure of so many men has greatly harassed several firms who do not like to stop operations regardless of the condition of the market. The Cummer-Diggins Company has solved the help question by ordering a steam skidding outfit for its Camp 27. It will be at work in three weeks. If on proper trial the outfit proves satisfactory three more will be ordered and put into commission as soon as possible. This will be the first steam skidder in use in this part of the state.

W. W. Cummer of Cadillac and Jacksonville, Fla., who has been spending several weeks in the North, has returned home. He was here in the interest of his various concerns.

Maurice Thomas, general sales manager for Cobb & Mitchell and Mitchell Bros., has returned from a trip in Wisconsin and the upper peninsula reviewing the maple flooring outlook.

Eugene F. Sawyer of this city, president of the American Panel Club, went to Lansing this week to take his seat in the Michigan Constitutional Convention, to which he was elected without opposition. Besides being a good veneer man Mr. Sawyer is an able lawyer.

J. C. Knox, recently of Grand Rapids, the new secretary of the Michigan Hardwood Manufacturers' Association, has taken an office in the large office building of the Cummer-Diggins Company in this city.

Arthur M. Manning has recently accepted a position in the office of the Cummer-Diggins Company. For two years he has been on the road with headquarters in Chicago. He will remove his family to this city in a few weeks.

Williams Bros.' last block factory has resumed operations after a brief shut-down for repairs.

### Toledo.

The Ohio Shippers' Association on October 15 filed with the State Railway Commission a petition asking for the establishment of a seventh class of freight to include lumber, logs, cordwood, tanned bark, tankage and eleven other forest products, as well as many other commodities. This action if successful will result in wide benefits. The date for the hearing has not yet been fixed, but it is probable that it will occur within a few weeks, and the shippers feel confident that the petition will be granted. The new class rate will apply only on shipments within the state of Ohio. The proposed rate will be for the first ten miles or under, 25 cents per ton; for each additional five miles or fraction of distance, 5 cents per ton shall be added to the rate.

The Bucyrus Furniture Company of Bucyrus, Ohio, is preparing to extend its interests and is fitting up an additional room to be used in con-

nection with its business.

The St. Marys (Ohio) Wheel and Spoke Company is increasing its equipment by the addition of a two-story warehouse of large proportions.

The Gligax & Kleck Ladder Works at Archbold, Ohio, is installing new machines in order to care for its increasing business with greater ease.

The American Seating Company of Chicago will establish a large branch factory at Norwalk, Ohio. A number of buildings will be erected and equipped in the near future. R. R. Howard will be general manager and in personal supervision of the affairs of the concern.

### Ashland, Ky.

W. H. Dawkins and W. E. Berger have returned from a trip through Ohio in Mr. Dawkins' big automobile. Their visit embraced both business and pleasure and they were accompanied by a party of congenial friends.

The Mead & Spear mill at North Catlettsburg is sawed out and is undergoing extensive repairs while awaiting a log run.

The Penn Furniture Company of Huntington, W. Va., is rapidly extending its business and is proving one of the most prosperous of Huntington's industries. Within the past week it has shipped a large quantity of furniture to a firm in Melbourne, Australia. The shipment consisted of tables and dining-room furniture.

The extensive plant of the Ohio River Lumber Company at Maysville, Ky., is doing an extensive business and has a large and growing trade for the machine-made woodwork turned out.

While working at a sawmill at Wilson's Switch on Guyan river John L. Wilson of the firm Wilson Bros. was struck in the stomach by a slab thrown from the machine at which he was at work and seriously injured.

The tracks of the Coal River railroad have been completed to Malden, W. Va., the seat of Boone county, and the regular trains to Madison will soon be running. The road will be extended thirty miles beyond Madison. The territory through which it passes is rich in timber and coal and the completion of the road means much to that end of the state.

J. H. Eckman of Catlettsburg has gone to Morgan county to superintend the cutting of a large boundary of timber.

R. H. Vansant has deserted his lumber interests for the present and is devoting his energies toward securing the election of his brother-in-law, Jeff Hannah, who is Democratic candidate for circuit judge in the Twenty-second judicial district.

A tract of timber land consisting of 400 acres on Lick river, in Ohio, was sold recently by Frank Nagle. Norman Adams of Wheelersburg was the purchaser. The consideration was \$16,000. The tract was one of the best in that section of the state, consisting of oak, poplar, pine and hickory. Mr. Adams expects to rig up a couple of sawmills in the near future and begin clearing the tract.

Jeff Davis, the hustling manager of the Yellow Poplar Lumber Company's interests on Grassy creek, has purchased a desirable lot on lower Main street in Pikeville and will immediately begin the erection of a fine residence.

M. A. Hayward of Columbus, formerly superintendent of the Kenova Poplar Manufacturing Company, was a local visitor last week.

A. E. Norman of the Norman Lumber Company, Louisville; W. A. Cool of W. A. Cool & Son, Cleveland, and Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, were recent visitors here.

F. H. McClung of Eskdale, W. Va., is here on a visit to his family. Mr. McClung is interested in the Holly-Stephens Sawmill Company at that place and reports his mill running full time and turning out from 5,000 to 10,000 feet per day, with a ready market.

W. L. Watson has come from his lumber operations at Mahan, W. Va., to spend a few days with his family.



L. G. Ballard of the Ohio River Lumber Company was a visitor from Louisville during the week.

George Fleming has taken into himself a wife in the person of Mrs. Pearl Friel of Normal, Ky. He is a popular young employee of the Leicht Sawmill Company in this city.

A charter has been asked for under the laws of West Virginia for the J. F. Hanry Bending Company of Central City, Cabell county. It will manufacture, buy and sell felloes, spokes and hubs, pick, sledge, hammer, hatchet and cant-hook handles, neckyokes, whillettrees, stonecutters' mallets, paving pounders, sewer mauls and other articles. The capital stock is \$25,000 and the incorporators are J. F. Hanry, Albert Blinn, Stiles Colburn of Erhart, Ohio; Joseph G. Strader, Cleveland, Ohio, and A. A. Demmer, Lorain, Ohio.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

The average manufacturer or wholesaler of hardwoods in Chicago reports that the aggregate of his business up to October 1 has been as large or larger than it was in 1906. For the last few weeks trade has been very dragging. The large operators who consume such immense quantities of lumber in this market have ceased placing any considerable bulk of orders, and business with the smaller consuming trade has to be forced to effect sales. The disturbed situation in the money market is probably accountable for the dragging condition of the hardwood trade. There is nothing serious in the situation and everyone has a firm belief that a general resumption in demand will ensue very shortly and that the year will close in good shape.

### Boston.

Although the hardwood trade is not as active as at times, there is no question but that it is in better shape than other branches of the lumber industry. Leading dealers state the demand is as large as can be expected with general conditions as they are. Buying and selling is more or less handicapped by the money situation. New building has been greatly restricted for several months in this section. As a result manufacturers of interior finish are not nearly as busy as usual at this time of the year. A very fair business is being done in veneers and several very good orders from the West have been secured by eastern houses. Manufacturers of furniture have little to complain of. The majority have good orders on hand and are daily cutting up large quantities of lumber. Demand for export is not of large volume in this market, although a few orders are offered. Car shortage still looms up as a disquieting feature. In a few cases buyers have placed fair orders in anticipation of their wants so as not to be too badly handicapped should a serious shortage develop.

A good demand for inch walnut is reported, but prices are stiff. One of the leading dealers says he finds it difficult to buy in primary markets at prices that will allow him reselling the stock at a profit. In several instances the mills want higher prices than sellers can get for the stock. Plain oak is in good offering and prices are not as firm as for some other classes of hardwoods. Quartered oak is still firmly held. Demand is moderate. Birch moves in small lots for the most part. With maple a fair call can be reported. Cypress and whitewood continue firm, but free buying is not in order.

### New York.

Conditions in the local hardwood trade continue much the same as last reported. The mar-

The Fischel Lumber Company, recently incorporated, with \$10,000 capital, by F. J. Fischel and others, will develop 2,000 acres of valuable timberland near Morehead.

The Probst Furniture Company of Huntington has applied for a charter to buy and sell all kinds of furniture. The capital stock is placed at \$75,000. The incorporators are Mary A. Simms, Paul Scott of Huntington, Lewis W. Probst, George L. Probst and Charles W. McKnight of Pomeroy, Ohio.

The petition of the Eastern Kentucky Coal Lands Corporation and others for a trial of their cause was upheld by Judge Kirk in the courts at Pikeville, Ky., after listening to arguments for and against the same. This is the famous case against the Northern Coal and Coke Company and other corporations, embracing thousands of dollars in valuable coal and timber lands.

ket is firm and stock seems to be moving freely, notwithstanding the fact that consumption is reported as slightly less in certain channels. The car shortage, together with the short supply of the better grades of hardwoods, is, of course, providing a special volume of business by reason of buyers not wanting to be caught short of stock for their midfall and winter wants. Local holders of any amount of good hardwood lumber are well satisfied that it is a good asset, and there is less tendency than normally to either crowd the market or force sales. Plain and quartered oak, ash and chestnut are in very fair demand, at satisfactory prices, and especially in the manufacturing trade. Poplar is in specially good shape so far as values are concerned. The whole list is ruling strong and prices show very little inclination to vary except for the better.

The foreign mahogany and cedar trades show unusually small receipts of mahogany during the past month, and in consequence stocks are far below the average. In some grades there is no stock at all in first hands, and fresh arrivals of good wood will be well received, and shipments are strongly recommended. In cedar stocks have been somewhat reduced owing to the small receipts last month as compared with previous months of this year, but there is little activity in the market and shippers are advised to confine their output only to large logs of the better grades. Prices are holding firm on the new level after a slight readjustment due to heavy receipts of sixty days ago, and are now ruling from 6 to 12 cents on mahogany, according to grade, with an average of about 9 to 10 cents. Cedar is ruling from 7 to 12 cents, with an average of about 10 cents.

### Philadelphia.

The hardwood situation at this time is a little irregular and trading comparatively quiet. The woodworking industries are all active and, though not rushed, are buying steadily; consequently the yardmen are getting a fair volume of business. However, there is still the idea among retailers that values are sure to come down. Consequently, with the exception of a few here and there who apprehend serious trouble with the car service and are therefore ordering ahead, they are buying from hand to mouth, so to speak, and the man on the spot picks up these orders.

It is evident that stocks are not heavy at mill centers, and that the railroads, as feared, are unable to furnish sufficient cars for transportation; therefore values on the whole have held fairly steady. Though the volume of business for time of year is somewhat below that of 1906, the conservative element in business does not appear to be at all alarmed at condi-

tions, but seem rather to appreciate the fact that things have been going along with an unnatural rush and are inclined to welcome a steady and more rational trading as safer in the long run. Building operations are being pushed to completion, and, weather permitting, will continue into the early winter. Collections are inclined to be slow. Among the hardwoods poplar holds the lead, with ash a good second. Chestnut and basswood are easing up a little; maple, birch and cherry keep steady, but oak has not as yet reached a firm position. Cypress is in good demand. The veneer market is active and values are well maintained.

### Baltimore.

There are few developments of consequence in the hardwood trade here. The situation is quiet, and the demand hardly equals the inquiry during the earlier part of the year. Stocks are being taken up rapidly enough to prevent congestion, but the competition formerly noticed seems to have subsided, and dealers find it necessary to go after orders. There is no tendency to make concessions in prices evident, however, and values, especially on the better grades of hardwood, are firm.

Quiet prevails with respect to exports. The large stocks on the other side of the Atlantic are calculated to prevent anything like an exceptionally brisk movement for the present, and they tend to make the foreign buyers insist on concessions, which the shippers here are not disposed to make because of the high prices they must pay for stocks. This results in a somewhat halting situation and imposes a check upon the forwardings, not a few orders being held back in the expectation that one side or the other will give in.

### Pittsburg.

The hardwood situation is if anything a little firmer in all ways than a month ago. Demand has strengthened along some lines, notably oak and maple, which showed some weakness last month. Bill stuff in the former is selling with more ease and flooring in the latter is commanding a larger share of the buyers' attention. There is also a better call for chestnut and cherry, the latter going in considerable quantities of late to the furniture manufacturers. From reports received from the largest hardwood wholesalers it is evident that manufacturers are getting low on dry stock, but they are trying to ascertain the trend of retail trade for 1908 and are accordingly ordering just about what they need for immediate uses, as that is understood in the manufacturing trade. Railroads and industrial concerns are slacking up somewhat in their orders. Whether this is due to a desire to get the year's business wound up satisfactorily without entailing other expense or to a decision to await the result of certain political developments is hard to tell.

The financial end of the lumber situation is not what it should be to make business. Money is tight. All along the line collections are reported bad. There are some signs of a relaxation in this respect, but the general summary of experience shows that cash is wanted and wanted pretty badly in Pittsburg lumber circles. No panicky conditions exist, but owing to the difficulty in getting accommodations from the banks it is hard to transact the usual volume of business.

### Buffalo.

The lumber trade is reported quiet, and yet the Erie railroad has just sent notices to lumbermen and probably other shippers that it cannot take any cars for delivery to other roads. With the selling of lumber growing harder all the time and a growing car shortage in the South and West it does look as if the business was going to need help from somebody before long.

A queer state of affairs exists. It is said that the cut of a great many mills is going to



be produced for next year by the failure to get money to carry on the work, and yet the on-salpinch of lumber is about as heavy as ever. In Buffalo it was never greater than it is now and it is going to last just as long as business can work. The big financiers are divided between a scare and an effort to show that they rule the country still, but the consumer has not been used to short oak yet.

The former complaint of too much inch plain oak is still on, but unless a dealer really needs money he is not going to cut his prices much on any such plea as that, for the actual oak supply is not big enough to make an overstock and inside of a year it is likely to come about that the mills have dropped plain oak as much as they can and have made up the scarcity in quartered oak.

There is not much change in the condition of hardwoods. Some of the dealers say that their orders are fewer than they were, but they can all sell if they go out and work. The consumer wants the lumber, but has taken the notion that it is going to be cheaper and so holds off as much as he can.

Poplar, ash and chestnut are no more plentiful than they were and prices are high. Dealers do not like to buy maple, elm or basswood in the West, for the mill prices are so high that there is small profit to be made and it is not very safe to put such lumber into a yard, with only a small margin on it now, and let it lie there for carrying charges to eat up the profit.

Reports from the owners of sawmills in the West and Southwest show a good activity, some of them being put into shape for an increase of output. All are turning out good stock.

#### Bay City and Saginaw.

The market is firm and steady with a seasonable movement, plants in operation and fair stocks in dealers' hands. Prices of hardwood are being held up where they have ruled all season. The demand for oak is good; supplies are not large since all this portion of the state has been skinned of oak, the cutting of which began forty years ago. In the early days there was a lot of oak tributary to the streams that empty in Saginaw Bay, but it is getting scarce now. It is the same also to a great extent as ash, both white and black, and also basswood. There is considerable birch in the northern part of the state and a large quantity of elm, maple and beech. Maple is being put into lath of late owing to the high cost of lath in the markets. There is a fairly good demand for all grades of hardwood and the business outlook is good.

#### Columbus.

While a little improvement has been shown in the past fortnight, the local hardwood market remains quiet. Prices are still slightly off, with the exception of poplar, which is becoming too scarce to be affected by the general quietude which prevails. Other woods, such as oak, ash, hickory, maple, gum, cypress and beech are fairly quiet. The tight money market, which is especially acute in this section, together with poor collections, have been reflected in a shutting down of a number of building operations, curtailing the demand for most grades of hardwood. Retailers have been buying only as their needs required, feeling that a large stock under present conditions was liable to result in loss.

This custom of buying just enough to tide them over has had more effect on the jobbing trade than on the retail market. Reports show that retail trade is picking up gradually, with prices more firm at reduced figures. Prices generally are about \$1 off the quotations of the spring. Chestnut is pretty stiff, while the higher grades of oak are also in demand. It is freely predicted that if the money market would ease up buying would be better.

Building and loan associations in this section are loaning large amounts for building purposes,

which fact is doing much to relieve the dullness of the market. The car shortage is being felt to a certain extent in this section, although it is not yet sufficiently pronounced to cause much trouble. The indications are, however, for increasing shortage as the season advances. Taking it all in all, the market shows indications of reviving before the extreme cold weather sets in, and all are looking forward to better conditions in the next few weeks.

#### Cincinnati.

The hardwood situation during the past two weeks showed additional strength over the two previous weeks, and the month of October was an improvement over the previous month. Orders were more plentiful and prices were slightly improved. Poplar is the strongest item in the hardwood line. Oak, both quartered and plain white, has experienced a better call, and prices are firm. Chestnut has picked up remarkably, and dealers are receiving a better call for it. Gum, both red and sap, has fallen off in demand, the cause of which local lumber dealers are at a loss to know. Other items of hardwoods are easily holding their own, and a slightly improved demand was noticeable. The car situation still figures in the demand, and during the last two weeks it seems to have grown worse. Dealers are looking for the same trouble they experienced last year and are making every possible effort to get their shipments away as soon as possible.

#### Chattanooga.

The market in this city and section is far from satisfactory; lumber values have fallen considerably, the demand is growing steadily worse and log prices are very high. The situation is considered of such serious character that the river mills have called in their buyers and are suspending the purchase of log supplies, at least for the present. Some attribute the reduction in price and weakness in demand to the present stringency in the market; all, however, hope for a speedy change for the better.

The car shortage is being felt here again. The shortage, however, seems to be confined more to the Cincinnati Southern and the Southern systems than to the Nashville, Chattanooga & St. Louis Railway. The export business is also a little dull, although the demand for poplar and oak is strong and active.

#### St. Louis.

St. Louis hardwood conditions are somewhat better than they were two weeks ago, but the demand is still quiet and prices range just about the same as they did. Fairly large stocks are held by consumers and for that reason buying is not as good as it should be, taking into consideration the increasing car shortage and the general belief of the dealers and manufacturers that the scarcity of cars in the producing territory and the approach of bad weather will cause a stiffening of prices on items that have weakened lately.

The small demand is pretty well divided among all hardwood items. Inch quartered white oak is most in demand and that is fairly urgent. As it is scarce, the holders are getting pretty good prices and in some instances an advance is asked. There is a moderate call for ash, but now that the supply is increasing the buying is not what it was. Poplar is a fair seller at satisfactory prices. The yard trade in cottonwood, gum and plain oak has no special feature. Plain oak is inclined to be weak. There is a slight movement in quartered red oak. Cypress is quiet, although dealers anticipate an increase in the demand before long. Inquiries for it are better than they have been.

#### Nashville.

There is nothing particularly noteworthy in regard to the local lumber market at this writ-

ing. Prices are holding up well and orders are fairly plentiful. A big supply of common oak is reported on hand, although the general run of stuff is short in the local yards. Quartered oak shows some advance in price over the quotations of a few days ago. The country mills are all running on full time as well as the Nashville mills. The country mills, however, are

facilities for the transporting of their product. Local shippers appear unable to supply the demand for quartered oak strips. A big lot of local building is in progress, which of itself insures good times ahead for the local retailers for some time to come. The local box and hardwood flooring plants are running at full capacity. A steady movement is noted in poplar, ash and chestnut and all the local lumbermen are looking for more timber. Much red oak is being used now by Nashville manufacturers, as it is softer than the white and works better for their uses. A sale of thirty cars of red oak was recently reported and it was stated that fifty would have been bought if obtainable.

#### Memphis.

Demand for hardwood lumber shows some improvement, but it is not as good as the majority of the trade anticipated. Buyers appear to be indifferent about entering the market, evidently anticipating lower prices. Manufacturers and wholesalers alike admit that there is considerable lumber for sale at interior points and that there is some increase in yard holdings here, but they likewise point out in the same connection that the buyer who delays placing his orders much later will have extreme difficulty in securing delivery of what he purchases. This is one of the results expected from the rapidly growing shortage of cars and general congestion of traffic, which is much more pronounced at the smaller interior milling points than in the larger centers like Memphis.

Lumber production is going forward at a rather rapid rate, except where curtailed by shortage of labor or inability to get cars for the transportation of logs to the mills, and there is further increase in the amount of lumber placed on sticks.

No great concessions are made by manufacturers or wholesalers here. They are shading gum in all grades because the offerings of this lumber have shown material increase. Oak is in only moderate request for the moment, but there is no disposition to force this on the market in either plain or quarter-sawn because there is no great abundance of it. Cottonwood is one of the best sellers here. The lower grades are in particularly active request as a result of an unparalleled demand for boxes. There is not much high-grade cottonwood for sale and prices are well maintained thereon, as well as on box boards and panel stock. Ash is selling slightly better than a short time ago, while the demand for poplar is quite good, the market showing a very steady and healthy tone. There is only a moderate volume of cypress obtainable in this market and what is being sold is changing hands at prices which the trade regards as satisfactory.

#### New Orleans.

New Orleans market conditions have changed very little in the last fortnight, excepting that they have been affected somewhat unfavorably by the river front tie-up. The export business through New Orleans is in bad shape and there are no indications of an early improvement. It is stated that the interior demand for hardwoods is still steady, but the manufacturers are finding it hard to supply this because of the car shortage, which is daily becoming more acute. All in all the market, both export and domestic, is in rather unsatisfactory shape, but lumbermen are optimistic and hope for a speedy change.



## Charlotte, N. C.

Business here is active and prices remain good on all hardwoods. So far manufacturers and shippers have experienced comparatively no difficulty in securing cars for their shipments.

Just now lumbermen of this state are much wrought up over the announcement of the Southern railway that beginning November 1 the minimum car capacity for lumber shipments is to be 31,000 instead of 30,000 pounds the weight now prevailing. Lumbermen claim this is another way of raising the rates for hauling lumber, and it is probably that they will make a strong fight and insist that two minimum weights be fixed, one for thirty-foot cars and one for forty or sixty foot cars.

## Minneapolis.

There is a firm feeling in all lines except in flooring, which is rather uneven. Clear maple flooring, on account of the high prices asked, has not been selling well, as consumers have used the lower grades wherever possible. There is a surplus of the clear flooring, and it is now somewhat off in price, but the other grades are firm as ever, being well sold down. Oak prices are regarded as high by the trade, and while most dealers are holding stock firm, there is an occasional weak spot in the quotations on plain oak, both white and red. There is a fair demand for nearly everything on the list. Southern oak is hard to get on account of the car situation, but offerings are fairly free. Dealers here are bringing oak mainly from southern Missouri and Arkansas. There is no northern oak left to speak of unsold.

About the only northern hardwood stock that is seeking sale is the upper grades of birch. Low-grade birch is sold down close, and the same is true of nearly all low-grade hardwoods. There has been increased use of birch on account of the scarcity of other woods, and it is stiff in price. Stocks now on the market are not heavy and will probably be exhausted before spring. In other lines a famine is expected to develop by January. There is still some basswood unsold in dealers' hands, but they are not putting it on the market. They are all inclined to hold it for awhile, expecting to see prices go higher. As for elm and ash, they are not to be found except to a limited extent in the hands of consumers, some of whom are trading stock around to help each other out. Factory demand is steady but in small quantities, generally not more than a car at a time. The retail yards are taking a fair amount of hardwood in mixed cars, mostly flooring and oak or maple wagon stock. This trade is not heavy, but in comparison to stocks is good.

## Cadillac.

Generally speaking the lumber business in and around Cadillac is rather quiet at present. It has been worse, but it could be much better. One prominent manufacturer puts it thus, which he says is about the general condition: "Hardwood sales are only just fairly good. The demand for hemlock is below normal. Southern pine is the barometer for our hemlock, and while their values have dropped we must meet their prices or let our trade stand still for awhile. We are firm in our prices, hence the slight slump in the business temporarily."

The demand for maple flooring from the local manufacturers keeps up briskly, while the veneer, handle, heading and table manufacturers report no diminution in business.

## Toledo.

While other lumber has been inclined to vacillate considerably of late, the hardwood market has held firm, and there has been no diminution in the demand for all kinds of hardwood lumber. Oak has been one of the central features recently, the call from the factories being exceptionally strong. Receipts of oak have increased materially, but all that has appeared on the market has found ready takers at good prices.

Nearly all hardwoods seem to be considerably limited as to supply, and some kinds are almost impossible to get. One firm here has had an order for a car of low-grade ash for weeks and has been unable to fill it, as the wood can not be found. Firsts and seconds are to be had in limited quantities, but the lower grades are practically out of the market. Chestnut is also scarce and prices are high.

The inquiries from the box factories for basswood were never more numerous than at present, but stocks of basswood are rare and badly assorted. A local firm was recently compelled to turn down an order for a cargo of basswood, after careful search, because of inability to secure the lumber.

Poplar is still holding up in price and is scarce.

The demand for other hardwoods is good, the factories consuming about all the recent shipments. There is no surplus on hand and everything in the nature of hardwood is finding an active market here at the present time.

## Ashland.

There is a good demand for the higher grades of hardwood in this market, but the lower grades are weak, which, however, is customary at this season of the year. There is only a limited stock of low grade on hands, and the demand it is expected will soon pick up.

Prices remain firm, especially on the better grades, and numerous orders are already being booked for early spring shipment. Nearly all the mills are cut out and there will be a great scarcity of lumber unless there is an early rise.

## Indianapolis.

The local market has been weak for the last two weeks, with plenty of stock on hands and only a slight demand. It has been some stronger, however, than earlier in the month. Factories are busy and building is increasing. Prices are steady.

Quartered oak is bringing the best price, with plain oak, ash, hickory and walnut a close second. Logs seem plentiful here, while in the southern part of Indiana it is said there are more logs on the market than in several years.

The car situation seems to be growing more serious, as railroads are finding it impossible to meet the demand for cars. This will be made still greater as the new and heavy Indiana corn crop will begin to move within two weeks, and broom corn is already moving in large quantities toward the East.

## London.

There has been no great activity on the market. Buyers for the most part have their yards full of stocks, which they could buy cheaper at the present time, and they find that lumber is going very slowly into consumption. Arrivals have fallen off during the past week and if this continues stocks held by importers at docks will repay holding.

Plain oak in the common grades is difficult to dispose of at any price, and while there is not a great demand for prime grades, the stock offering is not heavy. There is, however, still a good demand for thick oak planks of good quality. There is very little doing in quarter sawed.

Whitewood is in good demand and stock on hand and arrivals are light. Thick planks of prime quality are scarce and shipments would realize good prices.

For satin walnut there is not a great demand, but this will be in request during the latter part of October and November.

Walnut is improving in demand and better prices are being obtained. The demand, however, is for the good grades.

The demand for ash has fallen off somewhat. Mahogany arrivals are not at all equal to the demand and good prices are being realized for any parcels which come to auction.

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- ¶ Do you want to know, almost to a tree, just what timber there is on a tract?
- ¶ When you pay out your money for timber, it is important to know exactly what you are buying. The only way to know this is to have Estimates made of the timber.
- ¶ Our large corps of experienced timber men will do this right.
- ¶ We cross each forty, each way, four times.
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- ¶ We furnish maps showing exact location of timber—streams and surface conditions, affecting, in any way, logging operations.
- ¶ No tract too large—none too small.
- ¶ Correspondence solicited.

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Rough and Dressed  
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We also make Time Checks, Stencils and Log Hammers.





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But this is the actual price of Indemnity against Fire Loss furnished by the

## Manufacturing Lumbermen's Underwriters

THE STRONGEST INSURANCE ORGANIZATION  
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The saving is not on a small portion of your insurance but on the entire line.

There are other advantages equally interesting.



Only well built plants with adequate protection and at least five years timber supply are considered eligible.

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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For hardwood flooring plant. One who understands setting up flooring machines and handling men. Address:

"BOX 23," care HARDWOOD RECORD.

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Position as assistant manager. Experience in logging, manufacturing, selling and office. Highest references. Address:

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Position with large concern as buyer or salesman. Competent to take entire charge of office. At present manager for one of the largest concerns in the country. Thoroughly acquainted with the entire eastern territory. Address "P. 6," care HARDWOOD RECORD.

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### WANTED IMMEDIATELY

500 or more No. 1 and No. 2 White Oak ties. Terms cash.  
THE BRADLEY COMPANY, Hamilton, Ont.

### WANTED, FOR SPOT CASH

And immediate shipment, 250,000 feet  $\frac{3}{4}$ " to  $\frac{5}{4}$ " Quartered Oak; Common & Better preferred; shipping dry.  
THE FREIBERG LUMBER CO., Cincinnati, O.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses.  
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4/4" and 6/4" Sound Wormy Chestnut, Louisville delivery.

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For immediate shipment.

200 M ft. 8/4 No. 1 common poplar.

WILLSON BROS. LUMBER CO.,

Hardwood Department,

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200,000 ft. 28" and up White Oak logs.

200,000 ft. 12" and up Walnut logs.

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3 and 4 inch White Oak, also Mixed Oak; also 12x12 Timbers and Piling of all kinds.

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### SOUTHERN TIMBER LANDS FOR SALE

Have some exceptionally attractive propositions in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,  
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We can sell you large or small tracts of Southern timber land. Write us for list and some very low prices.

LANDERS & COMPANY.

487 Broadway, New York.

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For Sale. Will contract with reliable millman for manufacturing lumber, or will sell stumpage from lands.

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The HARDWOOD RECORD Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

- Name of state and town
- Name of concern
- Name of buyer
- Line manufactured
- Kinds, grades and thicknesses of lumber
- Kinds and sizes of dimension stock
- Kinds and thicknesses of veneers
- Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber not used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

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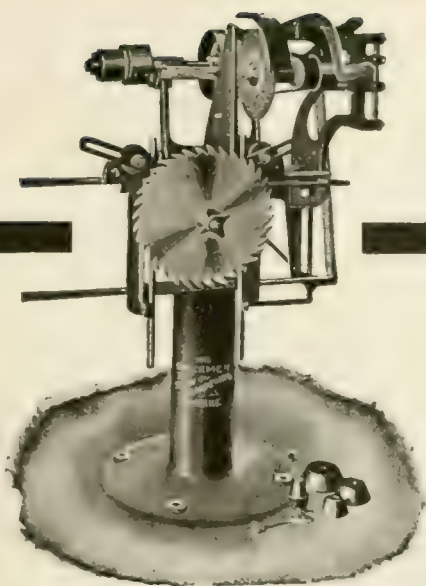
- |    |            |    |                         |
|----|------------|----|-------------------------|
| 1  | Ash        | 12 | Hickory                 |
| 2  | Basswood   | 13 | Mahogany                |
| 3  | Beech      | 14 | Maple                   |
| 4  | Birch      | 15 | Oak                     |
| 5  | Butternut  | 16 | Walnut                  |
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| 7  | Chestnut   | 18 | Miscellaneous including |
| 8  | Cottonwood |    | Dogwood, Holly, Locust, |
| 9  | Cypress    |    | Persimmon, Sycamore.    |
| 10 | Elm        | 19 | Dimension stock         |
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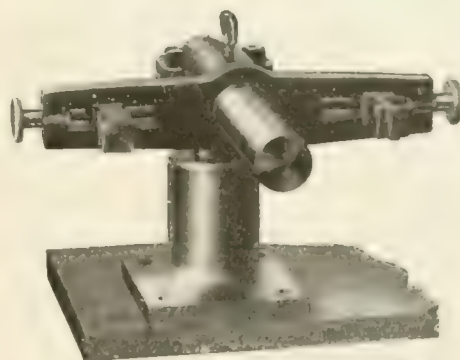
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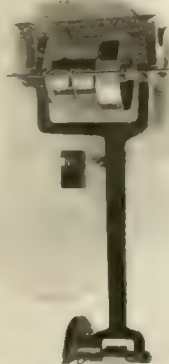


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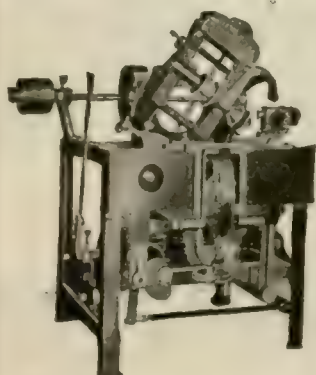
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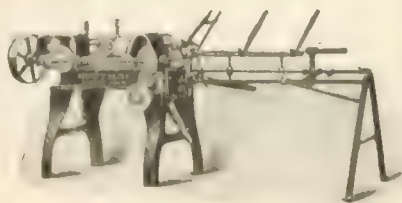
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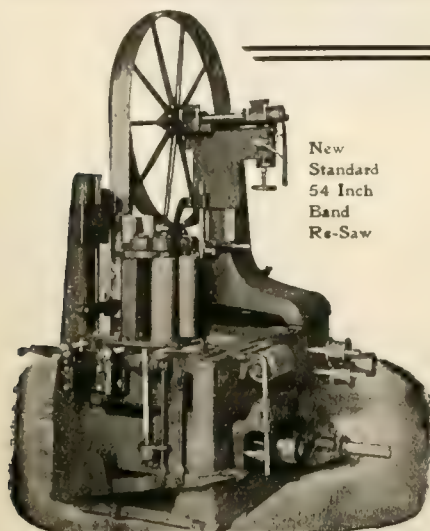


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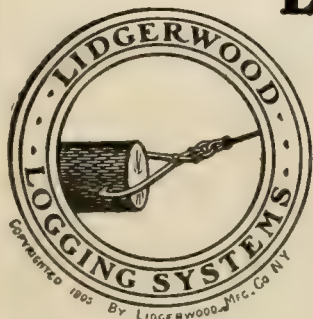
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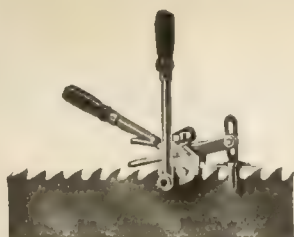
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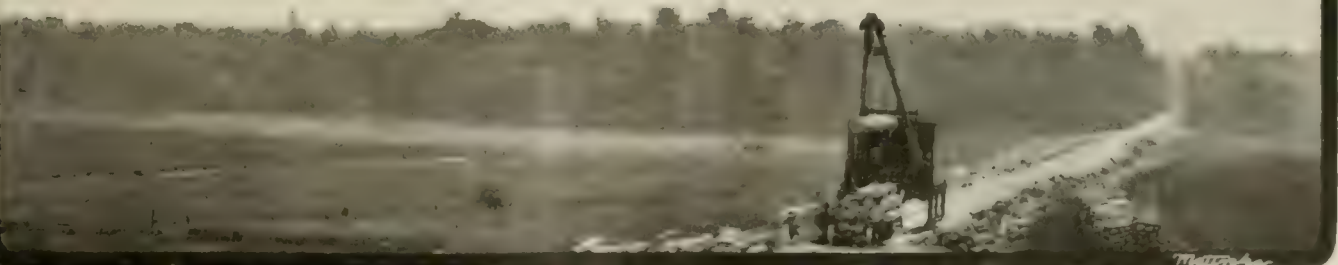
Would our Catalogue interest you?

**Russel Wheel & Foundry Co.**  
DETROIT, MICH.

**CHEAPER LOGGING** Means spending less money and getting out more logs. It is also the title of our handsome new catalogue, which is by far the most beautiful work ever issued on steam logging machinery. It is intensely interesting and instructive for any lumberman, as it contains over one hundred views (in color) of various operations, and clearly shows just what our machines can do and are doing for others.

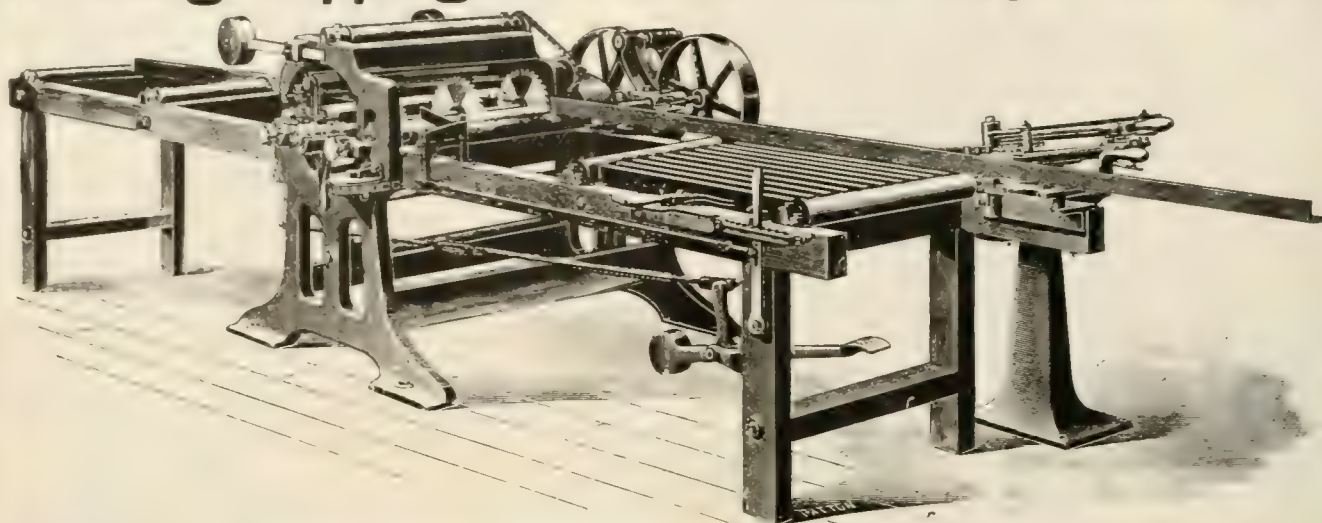
IT'S FREE

CLYDE IRON WORKS, Duluth, Minnesota.





# A Gang Ripping Machine That Rips Straight



IMPROVED VARIABLE FEED GANG RIPPING AND STRAIGHTENING MACHINE

The Ideal Machine for Flooring Manufacturers,  
Furniture Factories, Dimension Stock Producers, etc.

LET US TELL YOU ALL ABOUT IT

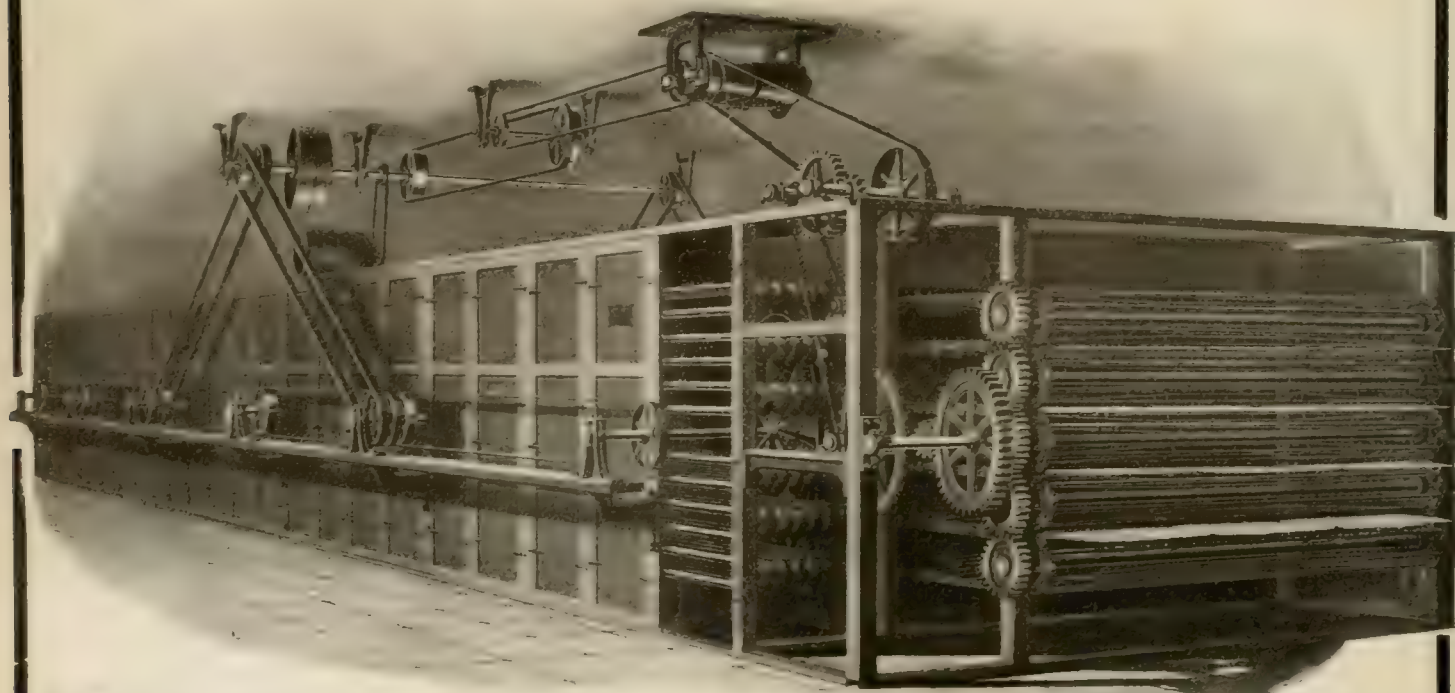
**E. & B. Holmes**  
**Machinery Co.,** BUFFALO,  
N. Y.

Catalogs of our full lines of Wood Working,  
Cooperage and Home Machinery for the asking

Send for Book  
and lot of references.

## NEW VENEER DRYER

**"Proctor System"**  
Automatic Girt Conveyor Type



No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Poller Dryer.  
Fortieth inch handled better than Apron Dryer

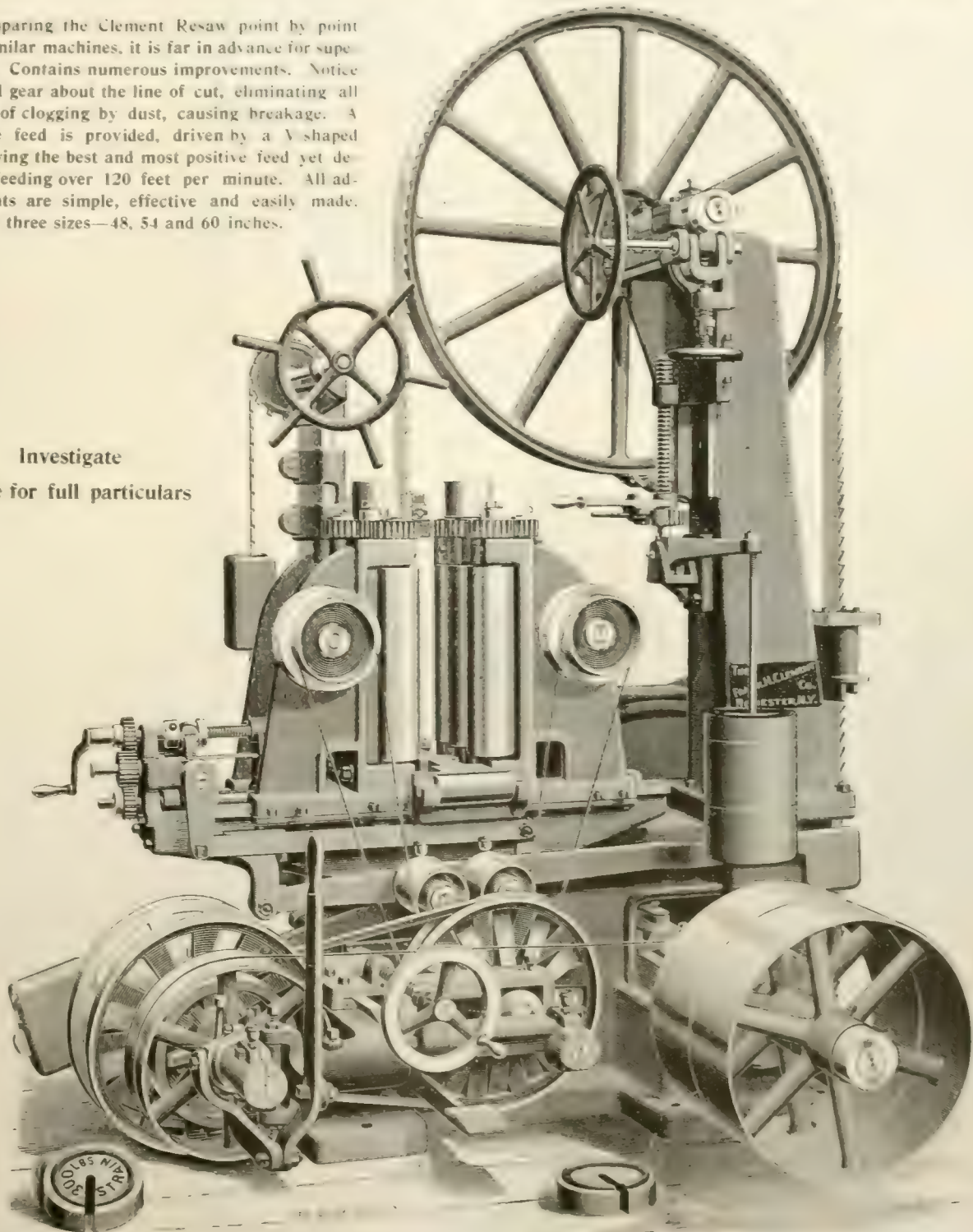
The Philadelphia Textile Machinery Co., Hancock and Somerset Sts. Philadelphia, Pa., U. S. A.



# Built for Hard Work = Plenty of It

Comparing the Clement Resaw point by point with similar machines, it is far in advance for superiority. Contains numerous improvements. Notice the feed gear about the line of cut, eliminating all danger of clogging by dust, causing breakage. A variable feed is provided, driven by a V shaped belt, giving the best and most positive feed yet devised; feeding over 120 feet per minute. All adjustments are simple, effective and easily made. Built in three sizes—48, 54 and 60 inches.

Investigate  
Write for full particulars



**AMERICAN WOOD WORKING MACHINERY COMPANY**

General Offices: **Rochester, N. Y.**

SALESROOMS:

**New York**

**Chicago**

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We were making Fine Saws

**Before You Were Born**

and have been making  
nothing else  
since

**Just Fine Saws**

THAT'S ALL

Is it any wonder that we "know how?" We  
have learned our lesson and know  
just what YOU -yes,  
YOU—want.

TRY

**ATKINS**  
**SILVER-STEEL**  
**SAWS**

CIRCULARS,  
BANDS,  
CROSS-CUTS.

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**E. C. ATKINS & CO., Inc.**

The Silver Steel Saw People

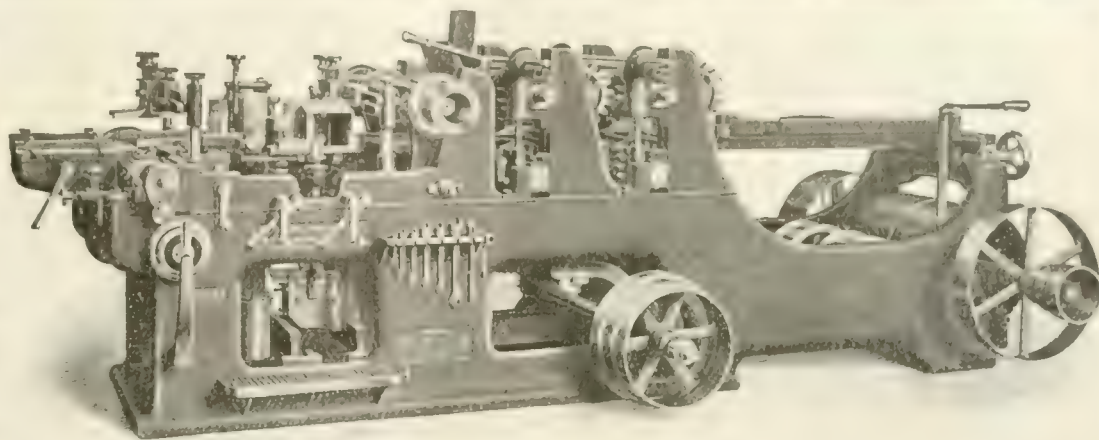
**Home Office and Factory**  
**INDIANAPOLIS**

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ATLANTA   CHICAGO   MEMPHIS   MINNEAPOLIS  
NEW ORLEANS   NEW YORK CITY  
PORTLAND   SAN FRANCISCO   SEATTLE   TORONTO

## No. 107 Inside Moulder

Built to work 12 or  
15 inches wide by  
6 inches thick.  
Four or Five Heads.



**SOME OF ITS QUALITIES:** Patent side wing, self-oiling, self-adjusting clamp boxes; patent belt-releasing device for matchers, vertical adjustment of side spindles from above frame while machine is running; patent pin setting guide adjustable across bed of machine at intervals of one inch. Ample provision for projection of knives to permit of making deepest cuts and means for quickly adjusting bars and other parts to conform to the work of a planer and matcher. A combined Moulder, Planer and Matcher with the advantages of both machines.

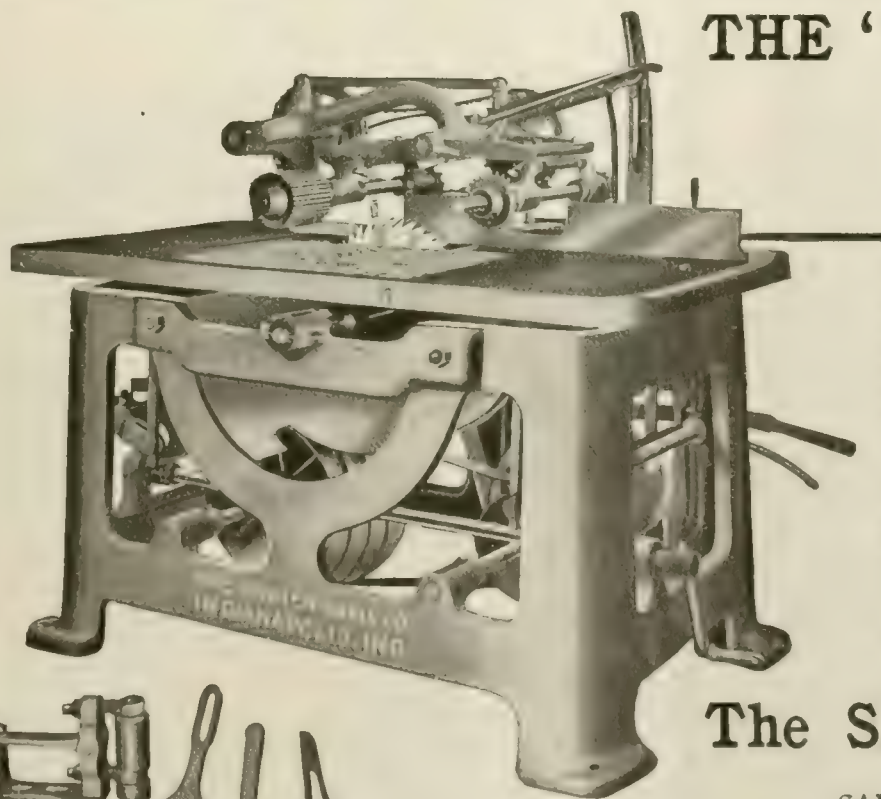
May be seen at our exhibit at JAMESTOWN EXPOSITION, Norfolk, Va., Machinery Building, Section 15.

## S. A. WOODS MACHINE CO., BOSTON

PACIFIC COAST OFFICE, 617 LUMBER EXCHANGE, SEATTLE  
WESTERN OFFICE, 811 RAILWAY EXCHANGE, CHICAGO

SPECIALISTS IN  
PLANERS, MOULDERS AND FLOORERS

## THE "HOOSIER" SELF-FEED RIP SAW



The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine. It has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandrel will take in stock 17½ inches between guide and saw. It can be used with a range of saws by the use of spacing collars on the mandrel. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

We also built the machine with a movable saw, at a slightly higher price.

Write for Full Description.

## The Sinker-Davis Co.

Maintainers of  
SAW MILL MACHINERY  
Indianapolis, Ind.





Increase Your Output, Improve the Quality of  
Your Lumber and Add to Your Profits

BY PUTTING IN A

## "TOWER" GANG EDGER



OVER 3,000 IN USE

Manufactured in Thirty Different Sizes and Styles

We make a specialty of the "TOWER" 32-inch Edger, New Model, which is designed for mills cutting not to exceed 20,000 feet in ten hours.

It takes up little room.

Requires little power.

Is cheap.

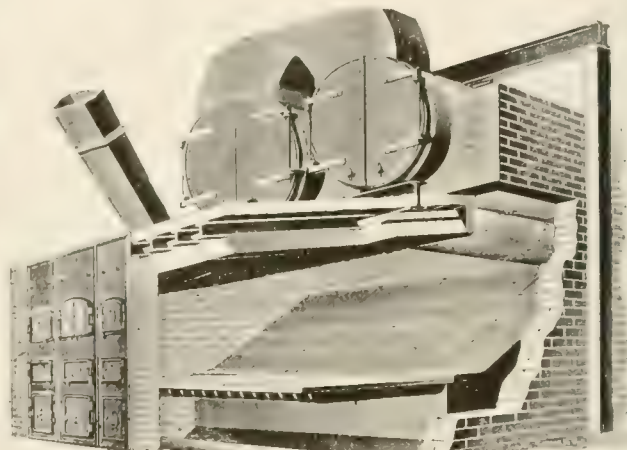
Does perfect work.

**The Gordon Hollow Blast Grate Co.**  
**GREENVILLE, MICHIGAN**

The Largest Manufacturer of Grates, Edgers and Trimmers in the World.

Quinn's  
Flat Top  
Dutch

**Oven Furnace** For Saw  
and Plan-  
ing Mills



**NO ARCH WORK TO FALL IN**

Burn Sawdust, Shavings and Mill Refuse. Lasts for years without repairs. Top cannot fall in. Increased efficiency of your boilers 10 to 30 per cent. No equal as steam makers. Your own mechanic can erect it.

WRITE US TO-DAY FOR FULL PARTICULARS

**QUINN & CO., Cincinnati, Ohio**

## LET US KILN DRY YOUR LUMBER

Consign your carload lots direct to us.

Switch tracks to our new modern dry kiln make it most convenient to Chicago and vicinity.

No charge for unloading and reloading.

Our dry kiln has a capacity of 600,000 feet and contains every known device that money can buy for the perfect seasoning of all lumber.

Quantities less than carload lots receive just as careful attention.

All consignments will be returned to you promptly as soon as seasoned.

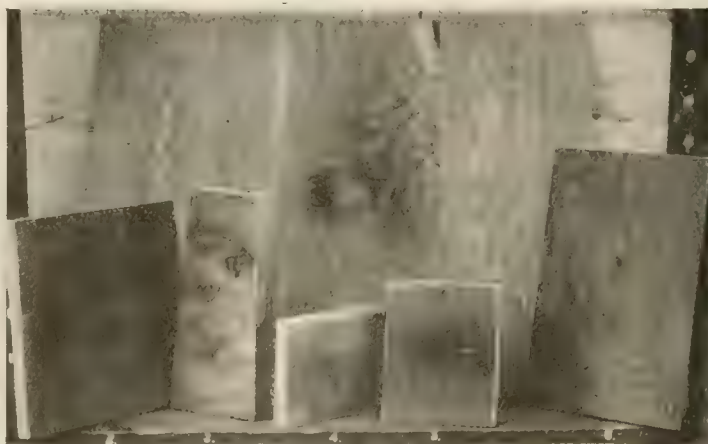
Write today for prices.

**HENRY SANDERS  
COMPANY**

900 Elston  
Avenue

Chicago

## Stop that Waste



Your kiln is responsible for 20% of your waste. Our new drying process will cut this percentage in two. Knurls and knots dried as straight, and planed as smooth as clear lumber.

Warping, checking and honeycombing absolutely prevented.

And all this in half the time you now require.

Looks good, don't it? And we guarantee to make it good, in old kilns or new. Write us.

**GRAND RAPIDS VENEER WORKS**  
GRAND RAPIDS, MICHIGAN

**J. W. Thompson Lumber Co.**

Manufacturers and Dealers in

**Southern Hardwoods**

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and grades ready for shipment—October 1st stock list:

Ash	750,000 ft.	Pl. White Oak	300,000 ft.
Qtd. White Oak	100,000 ft.	Red Oak	400,000 ft.
Red Oak	150,000 ft.	Cypress	500,000 ft.

**ROBERTSON-FCOSHE LUMBER COMPANY**

Office and Yards N. SECOND ST. &amp; I. C. R. R., MEMPHIS, TENN.

**S. C. MAJOR LUMBER COMPANY**

WHOLESALE

**Southern Hardwoods**

MEMPHIS, TENN.

**A. B. SMITH LUMBER CO.**

PADUCAH, KY.

Manufacturers of Southern Hardwoods

**LANGSTAFF-ORM MFG. CO.**

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

**Bennett Hardwood Lumber  
Company** & **Memphis, Tenn.**

WE MAKE A SPECIALTY OF

**GUM**

In thicknesses of 3-8", 1-2" 5-8", 3-4".

.. THE ..

**CRESCENT LUMBER CO.**

MANUFACTURERS OF

**Hardwood Lumber**

MARIETTA, O.

**Hoffman Bros. Company**

FORT WAYNE, INDIANA

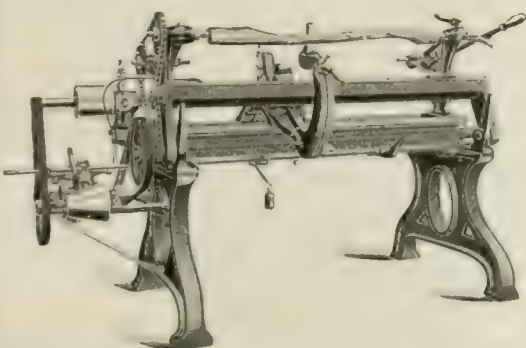
And Branch Mills

**QUARTERED OAK, POPLAR**

And Other Hardwood Lumber

**Mahogany, Quartered Oak and Other Veneers**

Slice Cut and Sawn



This cut shows the

**No. 11 OBER LATHE**

For turning Axe, Adze, Pick, Sledge, Hammer and Hatchet Handles, Spokes, Whiffletrees, Gun Stocks, Shoe Lasts, etc., etc. It is very simple, strong and durable, requires but very little power and is very easily and quickly changed from one kind of work to another.

We also manufacture other lathes for making Spokes, Handles and variety Work, Sanders, Shapers, Boring and Chucking Machines, etc., etc.

Complete Catalogue and Price List Free.

**The Ober Manufacturing Co.**

28 BELL STREET, CHAGRIN FALLS, OHIO, U. S. A.



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

## McLaughlin - Hoffman Lumber Co.

206-207 Schultz Building, Columbus, O.

**Wholesale Hardwoods**

**PINE, HEMLOCK, CYPRESS**



Will Contract Mill Cuts for Cash

## The Martin-Barriss Company

Importers and Manufacturers

**MAHOGANY**

**and Fine Hardwoods**

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

### OFFERS:

5 Cars 4/4 1st and 2nd Poplar—7" to 17"  
4 Cars 4/4 1st and 2nd Poplar—18" to 23"  
3 Cars 4/4 Poplar Box Boards—7" to 12"  
10 Cars 4/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 No. 2 Common Poplar  
3 Cars 4/4 No. 3 Common Poplar  
2 Cars 5/4 No. 1 Common Poplar (Selects in)  
8 Cars 8/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 1st and 2nd White Oak  
15 Cars 4/4 1st and 2nd Red Oak  
15 Cars 4/4 No. 1 Common Red Oak  
10 Cars 4/4 No. 1 Common White Oak  
10 Cars 4/4 No. 2 Common White Oak  
20 Cars 4/4 Mill Cull Oak  
3 Cars 4/4 Common and Better Chestnut  
1 Car 6/4 Common and Better Chestnut  
4 Cars 4/4 No. 1 Common Chestnut  
5 Cars 5/4 Sound Wormy Chestnut  
5 Cars 6/4 Sound Wormy Chestnut  
10 Cars 4/4 Sound Wormy Chestnut  
10 Cars 8/4 Sound Wormy Chestnut

**Yellow Pine, Poplar and Hardwoods**

## John R. Gobey & Co. Wholesale Lumber Columbus, O.

1,000,000 ft. Dry 2 in. No. 1 Norway

## The General Lumber Co.

Manufacturers

**Yellow Pine, White Pine  
Hemlock and Hardwoods**

**COLUMBUS, OHIO**

## ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR

Full line of **HARDWOODS.** Write us.

**POWELL LUMBER CO., :: Columbus, O.**

## Pennsylvania Door & Sash Co.

**HARDWOOD DOORS  
AND INTERIOR FINISH**

NEW YORK

PITTSBURG

PHILADELPHIA

LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## Great Lakes Veneer Co.

ROTARY CUT

### VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## HENRY S. HOLDEN

Grand Rapids, Mich., Madison Square Sta.

Fancy Wood Veneer

Mahogany, Figured Birch,  
Birdseye Maple, Quarter  
Sawn and Striped Oak

Poplar, Red Gum,  
Birch, Maple  
Cut Right Dried Right

Cross-Banding  
Drawer Bottoms  
Center Stock

Mahogany Lumber: African, Cuban, Mexican

## SEDRO VENEER CO.

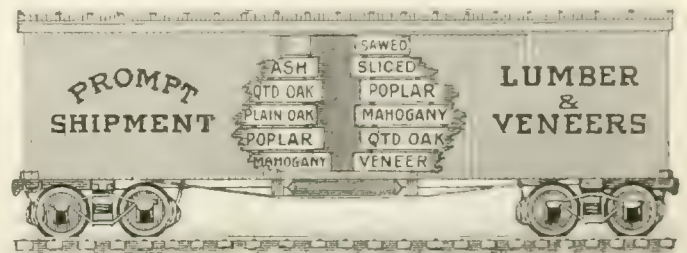
ROTARY CUT VENEERS

Our Specialty

### Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO-WOOLLEY, - - WASHINGTON



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO

## The Cadillac Veneer Company

MANUFACTURERS OF

TWO, THREE AND FIVE PLY

### PANELS

AND ROTARY CUT STOCK

Cadillac . . . Michigan

WRITE FOR PRICES

## The Louisville Veneer Mills

MANUFACTURERS OF

### VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

### Flat Panels, Tops

AND

### Cross Banding

GOSHEN

INDIANA

## Wisconsin Veneer Co.

RHINELANDER, WIS.

Largest and best equipped Veneer  
cutting plant in the country. High-  
grade product from Birch, Maple,  
Elm, Basswood, Ash and other na-  
tive woods.

Veneers for Door Work a Specialty.



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

Plain and  
Quartered

## Oak Flooring

Red and  
White

Can Ship in Mixed Cars with Worked  
POPLAR OR HARDWOODS

## The International Hardwood Company

Mill and Yards  
CATLETTSBURG, KY.

General Offices,  
PITTSBURG, PA.

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## STOCK LIST

9 cars 4x4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S 1 S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

## Keys-Fannin Lumber Company

Manufacturers of Band  
and Circular Sawn

### SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock  
Bass and Chestnut. Give us a trial.

Herndon, Wyoming Co., W. Va.

## DRY STOCK

### Ready for Quick Shipment

2 cars 1x18 to 23" panel and No. 1 poplar
6 " 1" 1st and 2nds poplar
6 " 1" No. 1 common poplar
6 " 1" No. 2 common poplar
8 " 1" mill cull poplar
2 " 1x18" and up panel and No. 1 cottonwood
5 " 5/4 No. 1 common cottonwood
15 " 1x13 to 17" box boards cottonwood
20 " 1x8 to 12" box boards cottonwood
19 " 1x13 to 17" 1st and 2nds cottonwood
21 " 1x13 to 17" No. 1 common cottonwood
20 " 1x6 to 12" 1st and 2nds cottonwood
15 " 1x4" and up No. 1 common cottonwood
20 " 1x4" and up No. 2 common cottonwood
15 " 4/4 1st and 2nds plain red and white oak
24 " 4/4 No. 1 common plain red and white oak

## American Lumber & Mfg. Co.

PITTSBURG, PA.

## HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Maple and Oak Flooring a Specialty

Commonwealth Bldg.  
PITTSBURG, PA.

**MINE LUMBER**  
**a Specialty.**

*For Sale Now*  
800,000 D. 4 and 8-4 Oak  
*For Shipment on Grade*  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash

## Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

## Boxing and Crating Lumber a Specialty

Publication Bldg., PITTSBURGH, PA.

## Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O.	50M 4-6-8 and 12 4 1 and 2
200M 8-4 " " " " " "	Plan Sawed White Oak.
50M 8-4 Mill Cull Hardwoods.	100M 8-4 6" and up 2d growth
30M 8-4 Oak Mill Culls.	White Pine.
50M 4-4 S. W. Chestnut.	200M 2" Yellow Pine, 6" to 12"

**Hickory Wagon Stock.  
Mine Lumber, Ties and Rails.  
Yellow Pine Heading and Staves.**

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

## Oak, Poplar, Chestnut, White Pine

## Band and Circular Sawn Stocks Planing Mill Facilities

PROMPT SHIPMENTS      WRITE US FOR PRICES

PITTSBURG, PA.

## Oak, Poplar and Hardwoods Car Stock and R. R. Timbers

MILLS ( JENNINGS, W. VA.  
CATLETTSBURG, KY.

## All Lumbermen, Attention!

We do what you can't do.

**We measure your stumpage correctly.**

We make your maps correctly.

Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 1 Is and 2s	200,000' 4 1 Sound Wormy	60,000' 4/4 No. 1 Com.
40,000' 4/4 No. 1 Com.	80,000' 4 1 Sound Wormy	18,000' 4/4 No. 2 Com.
325,000' 4/4 No. 2 Com.	100,000' 6/4 Sound Wormy	<b>QUARTERED OAK</b>
228,000' 4/4 No. 3 Com.	48,000' 8 1 Sound Wormy	2 cars 4/4 No. 1 Com.
100,000' 4/4 Mill Cull		1 car 4 4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER.  
WRITE FOR PRICES.

**CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.**



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

**Basswood, Birch**  
and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR



## R. CONNOR CO.

WHOLESALE MANUFACTURERS

**Wisconsin  
Hardwood**

PINE AND HEM-  
LOCK LUMBER

Mills at  
Ashburn Dale, Wis., and W. C. E. F.  
Stratford, Wis., and C. & N. W. K. R.

Marshfield, Wis.

DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other  
Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick De-  
liveries Guaranteed.

**JOHN R. DAVIS LUMBER COMPANY**  
PHILLIPS, WISCONSIN

## 10 CARS BIRCH

1 inch, No. 1 common and better.  
Dry, good quality. Will make inter-  
esting price for immediate orders.

**Wagstaff—Lumber—Oshkosh**

WE WANT TO MOVE THE FOLLOWING:

100M ft. 1 in. No. 3 Common and Better Brown Ash.  
150M ft. 1½ in. No. 2 Common and Better Soft Elm.  
100M ft. 2 in. No. 2 Common and Better Soft Elm.

75M ft. 1 in. No. 2 Common and Better Soft Elm.  
100M ft. 6, 8 & 10 in. Nos. 2 & 3 Com. Birch for shiplap.  
100M ft. 1 in. No. 3 Common Basswood.

We have a full and complete stock of all kinds of Northern Hardwoods.

## Mason-Donaldson Lumber Company

Inquiries answered promptly and  
orders filled without delay.

**RHINELANDER, WIS.**

## We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are  
offering **Red Birch** in thicknesses, 1" to 2½" common  
and better, also Maple, Birch and one quarter sawed

## RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the  
highest grade as to workmanship and quality.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Bass-  
wood, White Pine and Hemlock,  
Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and  
White Pine Finish and Shop and Pattern Lumber

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## We Want to Move the Following:

50 M feet 1 inch No. 1 Com. and 1s and 2s Ash  
 100 M feet 1 inch 1s and 2s Plain Birch.  
 50 M feet 1 1/2 inch 1s and 2s Plain Birch.  
 50 M feet 1 1/2 inch 1s and 2s Plain Birch.  
 100 M feet 2 inch No. 1 Com. and 1s and 2s Rock Elm.  
 1 car 2 inch 1s and 2s Red Birch.  
 1 car 3 inch No. 1 Com. and 1s and 2s Unselected Birch.

Our prices are right. Let us hear from you.

**Wheeler-Timlin Lumber Co.**  
 Mill at Kennan, Wis. WAUSAU, WIS.

## We CAN get the Cars

And are situated to ship via any line

## Send us your Orders

We have a FULL and complete STOCK of  
**Northern and Southern Hardwoods**  
**Wisconsin White Pine and Hemlock**

Inquiries answered promptly and orders filled without delay

**Steven & Jarvis Lumber Co.**  
 Eau Claire, Wisconsin

# North Western Lumber Company

## Birch a Specialty

Want to move 1", No. 1, No. 2 and No. 3 Common

General Offices, EAU CLAIRE, WIS.

Mills at STANLEY, WIS.

## FRANK CARTER CO.

MANUFACTURER

### WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
 150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
 200,000 feet 1 in. No. 3 Common and Better Red Oak.  
 50,000 feet 1 in. No. 1 Common and Better Butternut.  
 75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
 FILLED

General Offices:  
 MENOMONIE, WIS.

## Ingram Lumber Co.

WAUSAU, WIS.

We have the following amounts of thoroughly seasoned stock ready for immediate shipment

- 11,000 ft. 1 1/2 in. No. 2 Common Plain Birch.
- 30,000 ft. 1 in. First and Second Red Birch.
- 2,500 ft. 2 in. First and Second Red Birch.
- 40,000 ft. 1 in. No. 1 Common Red Birch.
- 22,000 ft. 1 in. End Dried White Birch.
- 45,000 ft. 1 1/2 in. No. 1 Com. & Bet. Plain Birch.
- 400,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.
- 300,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.
- 50,000 ft. 1 in. No. 3 Common Plain Birch.
- 100,000 ft. 1 in. No. 3 Common Maple.
- 45,000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.
- 20,000 ft. 1 in. No. 2 Com. & Bet. Red Oak.
- 15,000 ft. 1 in. No. 1 Common Basswood.
- 15,000 ft. 1 in. No. 1 Common & Better Bass.

Send  
 Us  
 Your  
 Orders

## Do you want a 7-foot band mill?

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mfg. Co.**  
 Eau Claire, Wis.

## Michigan Logging Wheels

Have  
 Made  
 More  
 Than  
 1,000  
 and  
 Know  
 How

Standard  
 for a  
 Quarter  
 Century



Cheap and easy logging  
 Write for circular & prices

**S. C. OVERPACK**

MANISTICH



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## In the Market

To Buy

Ash, Hickory, Poplar and Oak Lumber.  
Also Wagon Stock.

Wanted—Hardwood Logs for Our Memphis Mill

**RYAN & McPARLAND**  
CHICAGO...MEMPHIS

## Hayden & Westcott Lumber Co.

IN MARKET FOR

### POPLAR

25 M ft. 3 4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 2" 1s and 2s, standard widths and lengths  
30 M ft. each 2-1 2 and 4" standard widths and lengths

### ROCK ELM

200 M ft. 5/4 No. 1 Common and better  
500 M ft. 8 4 No. 1 Common and better

### BLACK ASH

50 M ft. each 4 4, 5 4 and 6 4 No. 1 common and better

### OAK AND ASH

100 cars car oak framing  
25 cars white ash from 1" to 4" green or dry 1s and 2s

**511 Railway Exchange, - Chicago**

## Chicago Car Lumber Co.

PULLMAN BUILDING, CHICAGO

We Want to Move :

**1 inch No. 3 and No. 4 Poplar**  
**1 inch No. 2 Common Poplar**

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND  
CAR AND R. R. MATERIAL

## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

We also handle HEMLOCK, OAK and CHESTNUT.

ASHLAND, KY.

# The KNEELAND-BIGELOW CO.

MANUFACTURERS OF LUMBER

### Annual Output:

20,000,000 ft. Hardwoods.  
20,000,000 ft. Hemlock.  
4,000,000 pcs. Hardwood Lath.  
9,000,000 pcs. Hemlock Lath.

Mills Run the Year  
Around.

**Bay City, Mich.**

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## CHAS. DARLING & CO.

Southern  
Hardwoods

22nd Street and Center Avenue - CHICAGO

## Lesh & Matthews Lumber Co.

1642-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## R. A. HOOTON LUMBER CO.

FIRST NATIONAL BANK BUILDING

**POPLAR, OAK, CHESTNUT**

PRICES ARE YOURS FOR THE ASKING.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

A. W. WYLIE,

1101 FISHER BUILDING  
CHICAGO, ILLS.

## E. D. Matthews Lumber Co., Cairo, Ill.

Wholesale Southern Hardwoods

Oak, Ash, Cypress, Gum, Cottonwood, Elm and Bridge Plank.

When in market, write us. GOOD GRADES. Prompt shipments.  
Inquiries answered promptly.

## ERNEST B. LOMBARD

Manufacturer and Wholesale

Northern and Southern  
Hardwoods

Railway Exchange - CHICAGO

## Heath Witbeck Co. CHICAGO

HALLEY, ARK.

THEBES, ILL.

McEWEN, TENN.

WE OFFER FOR QUICK SHIPMENT:

50 M. ft. 1" and thicker, No. 2 Com. White Ash.

50 M. ft. 1 1/2" 1s and 2nd Quartered Red Oak.

100 M. ft. 3/4" No. 1 Com. and Better Plain Red Oak.

Write us for *delivered* quotations.

**NUMBER 6 MADISON STREET**

## CO-OPERATIVE MILL & LUMBER CO., (Inc.)

ROCKFORD, ILLS.

Want Poplar, Oak, Gum, Hickory, Birch and Maple

SEND STOCK LIST AND PRICES.

## W. A. DAVIS

SOUTHERN HARDWOODS

1612 Marquette Bldg., CHICAGO

Branch Offices: PADUCAH, KY., and MEMPHIS, TENN.

## Estabrook-Skeeel Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED


LOUISIANA GULF COAST

**RED CYPRESS**


Products Exclusively

Telephone  
Harrison 4930 1703 Fisher Bldg., CHICAGO, ILL.





# M I C H I G A N



FAMOUS FOR HARD MAPLE AND GREY ELM

You can't go astray  
when in the market

IF YOU WRITE THE

## Northern Lumber Company

RUSH CULVER, Pres.

BIRCH, MICHIGAN

☐ We manufacture from our own forests, the finest line of Northern Hardwoods on the market. ☐ We have the woods, the machinery, the experience, enabling us to fill your orders right.

**A. F. ANDERSON,** CADILLAC  
MICHIGAN

Specialist in winter sawed, end-piled, under shed, clear

## White Hard Maple

4/4 to 8/4 in thickness.

Good Stock. All Michigan Hardwoods.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

MICHIGAN ROCK MAPLE and other HARDWOODS

LARGE CAPACITY    PROMPT SHIPMENTS    RAIL OR CARGO

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for  
comparison will  
convince you  
that our product  
is right.

HOLLOW

BACKED and

BUNDLED

## The Manistee Planing Mill Co.

Manistee, Mich.

Manufacturers

**J. S. GOLDIE**

Cadillac, :: Michigan.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.Correspondence Solicited Especially on  
White Maple.

# "WHITE" ROCK MAPLE FLOORING

From Tree to Finish Under our Exclusive Control

W. H. WHITE CO.

Boyne City, Mich.

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

### Northern and Southern Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on its merits alone. \* Comprises all the features desirable in good flooring. † Made by the latest, most approved machinery methods and best skilled labor. ‡ We believe we can make it to your interest to handle our "Chief Brand" and will appreciate your inquiries.

## Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## J. S. WEIDMAN

MANUFACTURER OF

### Hemlock and Hardwoods

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.

### Lumber and Hardwood Flooring

Write us for Special Prices on following:

180 M. ft. 8/4 White Maple, largely 1st and 2nds.  
80 M. ft. 8/4 Common and Better Tamarack.  
1 Car 6/4 No. 1 Common Birch.  
1 Car 5/4 No. 1 Common Birch.  
1 Car each 4/4, 5/4 and 6/4 White Maple.  
75 M. ft. 4/4 Hard Maple 1st and 2nds.  
75 M. ft. 5/4 Hard Maple 1st and 2nds.

## OUR SLOW METHOD

Of Air Seasoning  
and Kiln Drying

I X L POLISHED

### ROCK MAPLE FLOORING

Enables us to offer you an excellent and superior product—  
One which has stood the test 20 years.

WRITE TODAY FOR PRICES AND BOOKLET

## Wisconsin Land & Lumber Co.

Hermansville, Michigan



## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Orndorff, W. Va., Heaters W. Va., and Parkersburg, W. Va.



# CINCINNATI

THE GATEWAY OF THE SOUTH

## THE MALEY, THOMPSON & MOFFETT CO.

Always in the Market for  
BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS,  
LUMBER OF ALL KINDS.

CINCINNATI, : : : OHIO

## The Wm. H. Perry Lumber Co. HARDWOOD MANUFACTURERS

Oak, Chestnut, Poplar, Ash, Hickory, Etc.  
ALSO YELLOW PINE AND OAK TIMBERS  
Mills in Tennessee and Alabama Offices, 1821 Gilbert Ave., CINCINNATI

## THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buys and Sells: Walnut, Oak, Poplar, Chestnut

## Cash buyers for stock in our line. Cincinnati Hardwood Lumber Co.

GEST AND SUMMER STREETS  
Wholesalers Mahogany, Thin Lumber, Veneers  
Finely figured quarter sawed oak veneers a specialty.

## W. H. & G. S. STEWART

### Hardwood Lumber

CINCINNATI, OHIO

We want to move 100 M feet 2 in. No. 1 Common  
Quartered White Oak, Dry.

## The Pratt-Worthington Co.

CROFTON, KENTUCKY

SPECIALISTS IN THE MANUFACTURE OF  
OAK SAWED FELLOES AND HOUNDS TO PATTERN

# C. CRANE & COMPANY

MANUFACTURERS

Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

## The Stearns Company

MANUFACTURERS OF

Northern and Southern  
HARDWOODS

Grand Rapids, Mich.

Cincinnati, O.

## BENNETT & WITTE

Manufacturers of Lumber

Oak—Ash—Elm—Gum—Cypress  
and Cottonwood

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

We have a stock and ship Straight Grades  
Domestic and Export

## CINCINNATI

THE GATEWAY OF THE SOUTH

## WE OWN

and operate our own mills,  
they are new and the best.Two million feet on sticks,  
4/4, 5/4, 6/4, and 8/4 PlainOak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.Send us your  
inquiries.

Mercantile Library Building,

Cincinnati, Ohio

## A LITTLE TIP FOR YOU

Just glance over the choice list of specials below, tell us what strikes  
your fancy, and we will do the rest.

100,000 feet 4/4, 6/4 and 8/4 Log Run Pecan  
 150,000 feet 4/4 Cottonwood Box Boards, 8" to 12" wide  
 150,000 feet 4/4 Cottonwood Box Boards, 13" to 17" wide  
 500,000 feet 4/4 1 and 2 Cottonwood, 8" and up, 40% 13" and up  
 30,000 feet 4/4 Poplar Box Boards, 13" to 17" wide  
 30,000 feet 4/4 1 and 2 Poplar, 18" to 24" wide  
 25,000 feet 4/4 and 8/4 Log Run Sycamore  
 25,000 feet 4/4 Log Run Elm  
 22,000 feet 4/4 Gum Box Boards, 8" to 12" wide  
 29,000 feet 4/4 Gum Box Boards, 13" to 17" wide  
 100,000 feet 4/4 to 8/4 Log Run Ash, 50% 1 & 2, 35% No. 1 Com.,  
 15% No. 2 Com.  
 150,000 feet 4/4 No. 2 Common Poplar.

## T. B. STONE LUMBER CO.

CINCINNATI, OHIO

IMPORTANT: Address all communications to Room 1030, Union Trust.

## THE WIBORG &amp; HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.

## L. W. RADINA &amp; COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1 1/4-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE



## THE FREIBERG LUMBER CO.

Manufacturers of

Tabasco Mahogany  
Walnut, OakPoplar, McLean and Findlay Aves.  
CINCINNATI, O.

## MOWBRAY &amp; ROBINSON

SPECIALISTS IN

## OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTSOFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

## KENTUCKY LUMBER COMPANY

CINCINNATI, OHIO

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS.,

CINCINNATI, O.

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.THE FARRIN-KORN  
LUMBER COMPANYGeneral Office, Yards,  
Planting M the Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office  
Rough Lumber Yard,  
Newark, Tenn.  
Cypress Red Gum Oak



# INDIANA

WHERE THE BEST HARDWOODS GROW

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Quartered Oak and Sycamore

SEYMOUR, IND.

## Young & Cutsinger

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Fine Figured Quartered Oak

EVANSVILLE, INDIANA

## OCTOBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## OCTOBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood, bone dry. Write us any time.

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

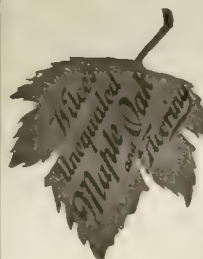
## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA



## A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

## The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.  
Walnut our specialty.  
Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

P. O. Box 312, MEMPHIS, TENN.

940 SENECA STREET

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## Three States Lumber Co.

General Offices, Tennessee Trust Building, Memphis, Tenn.

Having anticipated the Fall car shortage, and it is now on us 40 per cent greater than last year, in anticipation of this and the great delay of shipments, we have, for the benefit of our trade, located in our yards north of the Ohio River good stocks of Cottonwood, Gum, Cypress, Oak and Ash, thickness 1 inch to 4 inches, in all grades. At said yards we are able to obtain at this time cars for the quick dispatch of shipments and for the present guarantee prompt handling of all orders. Send us your orders for quick handling while the supply of cars at our shipping points are available.

## Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN-HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

Manufac-  
turers

### OAK, ASH, COTTONWOOD, GUM AND CYPRESS

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Hardwood Record

Thirteenth Year.  
Semi-monthly.

CHICAGO, NOVEMBER, 10, 1907.

Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

## C. L. WILLEY

MANUFACTURER OF

### Mahogany, Veneer

### HARDWOOD LUMBER

Office, Factory and Yards: **1225 Robey St.,**

BAND MILLS  
MEMPHIS, TENN.

(Telephone)  
Canal 930

**Chicago**

The life of our business is the production of  
**RED GUM**

properly manufactured and treated for every  
use, in accordance with methods developed  
by twenty-five years' experience.

**30,000,000 Feet Per Year**

**HIMMELBERGER-HARRISON LUMBER COMPANY**

Mobile, Ala.

## A DELUGE OF BUSINESS

is our experience this year

### PENNSYLVANIA LUMBERMEN'S MUTUAL FIRE INSURANCE CO.

Drexel Building  
PHILADELPHIA, PA.

## Did You Say Hardwoods?

WRITE

## Cherry River Boom & Lumber Co.

Scranton, Pa.

BRANCH OFFICES:

Land Title Bldg., PHILADELPHIA, PA.  
1 Madison Ave., NEW YORK, N. Y.

BAND MILLS:

RICHWOOD, W. VA. CAMDEN-ON-GAULEY, W. VA.  
HOLCOMB, W. VA.

DAILY CAPACITY, 500,000 FEET.

### "THE BEST LUMBER"

There are many advantages in having insurance in regularly incorporated stock companies.  
The stock companies specializing in lumber insurance are—

**Lumber Insurance Co. of New York**  
84 William St., New York

**Adirondack Fire Insurance Co.**  
84 William St., New York

**Toledo Fire and Marine Insurance Co.**  
Sandusky, Ohio

COMBINED ASSETS OVER \$1,000,000.

For particulars address Lumber Insurers General Agency, Underwriting Managers, 84 William St., New York.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the world. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little** expense and without loss of **valuable** time. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND

## BETTER BUY BIRCH

WHILE THERE IS STILL  
A GOOD  
ASSORTMENT OF  
THICKNESSES AND  
GRADES

**G. W. JONES  
LUMBER CO.**

Appleton

Wisconsin

## THOMAS FORMAN CO. DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

### Maple and Oak Flooring

We desire to move promptly a large quantity of

13-16x1½" Clear Quarter Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed Red Oak Flooring.  
13-16x1½" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

### November Stock List

HARD MAPLE		BEECH		BASSWOOD	
1 in.	1,000,000 ft.	1 in.	100,000 ft.	1 in.	300,000 ft.
1½ in.	100,000 ft.	BIRCH		GRAY ELM	
1½ in.	100,000 ft.				
3 in.	50,000 ft.				
4 in.	50,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
		1½ in.	100,000 ft.	1½ in.	200,000 ft.
		2 in.	100,000 ft.	3 in.	200,000 ft.
		2½ in.	50,000 ft.		

**Kelley Lumber & Shingle Co.**  
Traverse City, Mich.

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, OCT. 25, 1907

4-4 Birch, No. 2 Common and Better.....	55M
4-4 Birch and Cherry, No. 3 Common .....	65M
4-4 Gray Elm, No. 1 Common .....	20M
4-4 Gray Elm, No. 2 Common .....	13M
4-4 Gray Elm, No. 3 Common .....	87M
8-4 Gray Elm, 1s and 2s .....	28M
1x10 to 14 in. Hard Maple, 1s and 2s .....	100M
1x15 and up Hard Maple, 1s and 2s.....	20M
4-4 No. 3 Common Maple and Beech .....	500M
4-4 No. 4 Hardwoods .....	21M
5-4 Hard Maple, 1s and 2s.....	21M
6-4 Hard Maple, 1s and 2s.....	19M
6-4 Hard Maple, No. 1 and 2 Common .....	20M
6-4 Hard Maple, Step Plank .....	46M

PLEASE SEND US YOUR INQUIRIES

**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

MANUFACTURERS  
"CUMMER" MAPLE  
AND BEECH FLOORING

### MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## The Cadillac Handle Co.

CADILLAC, MICHIGAN  
We Offer For Sale

5 cars 4/4 Hard Maple, 1sts and 2nds, 10 to 15% No. 1 common in it.  
7000' 4/4 Bird's-Eye Maple, guaranteed 75% 1sts and 2nds.  
2 cars Maple and Beech dimension, 2" and over wide by 12, 18, 24,  
30 and 36" long.  
1 car 6 4x6 4 Maple and Beech dimension, 12, 18, 24, 30 and 36" long.  
2 cars 4/4 Soft Elm, No. 2 common and better.  
2 cars 4/4 Basswood, No. 2 common and better, strictly log run.  
2 cars 6 4 Beech, No. 3 common.  
5 to 10 cars 4/4 Hard Maple, No. 1 and 2 common.  
5 cars 4/4 Beech, No. 3 common.  
1 car 6/4 Beech, No. 3 common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4,  
BIRCH—4/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

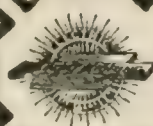
MANUFACTURED BY  
**COBBS & MITCHELL, Inc.**

21 Cadillac, Michigan, Sept. 12th, 1907.

### IDRY STOCK.

4/4 Ash, No. 2 Common and Better....	24M
4/4 Ash, No. 3 Common .....	12M
4/4 Basswood No. 2 Common .....	80M
4/4 Birch, 1's and 2's, Red. ....	6M
4/4 Birch and Cherry, No. 3 Common...	22M
4/4 Gray Elm, 1's and 2's .....	52M
4/4 Gray Elm, No. 1 and 2 Common...	100M
4/4 Gray Elm, No. 3 .....	67M
6/4 Gray Elm, 1's and 2's .....	100M
6/4 Gray Elm, No. 1 and 2 Common...	65M
8/4 Gray Elm 1's and 2's .....	150M
8/4 Gray Elm, No. 1 and 2 Common...	55M
12/4 Gray Elm, 1's and 2's .....	65M
4/4 Hard Maple, 1's and 2's.....	500M
4/4 Hard Maple, No. 1 and 2 Common...	500M
4/4 Hard Maple, No. 3 Common .....	150M

OUR OWN MANUFACTURE.



**COBBS & MITCHELL**  
(INCORPORATED)  
**GADILLAC, MICHIGAN**





## CASE-FOWLER CO.

CHATTANOOGA, TENN.

Manufacturers and  
Wholesalers of

# HARDWOOD

and

YELLOW PINE LUMBER

## We Want to Move

200,000 ft. 4-4 1s & 2s Plain Red Oak  
25,000 ft. 5-8 No. 1 Com. Plain Red Oak.  
300,000 ft. 4-4 No. 1 Com. Plain Red Oak.  
200,000 ft. 4-4 No. 2 Com. Plain Red Oak.  
500,000 ft. 4-4 No. 1 Com. Plain White Oak.  
200,000 ft. 4-4 1s & 2s Quartered White Oak.  
And 12,000,000 ft. of other Southern Hardwoods.

## LOVE, BOYD & CO.

NASHVILLE, TENN.

## ALBERT HAAS LUMBER CO.

BAND SAWED

**OAK AND RED GUM**

POPLAR AND YELLOW PINE

ATLANTA - - - GEORGIA

## LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

## Montgomery Hardwood Lumber Co.

Crawfordsville, Ind.

OUR SPECIALTIES:

Indiana Quartered and Plain Oak also Hickory.

W. H. Neal, Pres. - Treas. J. L. Strickland, Vice-Prest. W. A. Dolph, Secy. & Gen. Mgr.

## NEAL-DOLPH LUMBER CO.

Manufacturers Hardwood Lumber

RANDOLPH BUILDING

MEMPHIS, TENNESSEE

WE WILL TAKE CARE OF YOU

I. M. DARNELL, PRES.  
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W. S. DARNELL, TREAS. - GEN. MGR.

# DARNELL-TAENZER LUMBER CO.

MEMPHIS, TENN.

MANUFACTURERS AND DEALERS IN HIGH-GRADE

# HARDWOOD LUMBER

BAND SAWN THIN STOCK A SPECIALTY

RED GUM  
WHITE OAK  
SAP GUM  
RED OAK, ASH  
CYPRESS  
POPLAR



## Goodlander Robertson Lumber Co.

# Hardwood Lumber

Memphis, Tennessee

IF IT'S HARD TO GET, WRITE US

## Vestal Lumber & Mfg. Co.

Manufacturers and Wholesalers  
of all kinds of

# HARDWOODS

BEVELED SIDING A SPECIALTY.  
UNSURPASSED FACILITIES  
FOR DELIVERING.

Knoxville  
Tennessee

# WEST VIRGINIA YELLOW POPLAR NORTH CAROLINA CORK WHITE PINE AND HARDWOOD

DRY KILNS AND PLANING MILLS. ALL OUR MILLS RUN THE YEAR ROUND.  
SEND US YOUR INQUIRIES AND ORDERS.

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Saw and Ship 100,000,000 Feet Yearly

Philadelphia Office, 1402 Land Title & Trust Bldg., Philadelphia, Pa.

# FULLERTON-POWELL HARDWOOD LUMBER CO.

OFFERS THE FOLLOWING STOCK  
FOR IMMEDIATE SHIPMENT

10 cars 1 in. 1st and 2nds Plain Red Oak  
2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
8 cars 2 in. No. 1 Common Sap Gum  
1 car 2 in. No. 2 Common Sap Gum  
18 cars 1 in. 1st and 2nds Cottonwood, 6 in. and wider  
3 cars 1 in. No. 1 Common Cottonwood

BRANCH OFFICES:

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MEMPHIS, TENN., 305 Tennessee Trust Bldg.  
MINNEAPOLIS, MINN., 305 Lumber Exchange

Quotations  
cheerfully  
furnished

MAIN OFFICES

*South Bend, Ind.*



# SWANN-DAY LUMBER COMPANY

CLAY CITY, KENTUCKY

OFFER

## POPLAR

Bevel Siding, Drop Siding, as well as Wide Poplar

Always a Large Stock on Hand

Prices are Yours for the Asking

# R.E. Wood Lumber Company

☐ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

☐ We own our own stumpage and operate our own mills.

☐ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:  
CONTINENTAL BUILDING.

Baltimore, Maryland

# THE CROSBY & BECKLEY CO.

Manufacturers and Wholesalers

Oak, Poplar, Ash, Maple  
Chestnut, Gum, Bass

☐ ASSOCIATE COMPANIES:  
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DISTRIBUTING YARDS:  
Columbus, Ohio,  
Evansville, Ind.

Western Office: COLUMBUS, OHIO

R. M. SMITH

J. H. P. SMITH

# R. M. SMITH & COMPANY

MANUFACTURERS OF

WEST VIRGINIA HARDWOODS

PARKERSBURG, WEST VIRGINIA

WE WANT TO MOVE { 1,500,000' of 4 to 16-4 1sts and 2nds, No. 1 and No. 2 Common Oak } SEND US YOUR INQUIRIES  
{ 1,000,000' of 4-4 sound wormy Chestnut }  
{ 300,000' of 4, 6 and 8-4 common and better Maple }

EASTERN OFFICE:  
1425-6 LAND TITLE BUILDING, PHILADELPHIA

Band Mill: Orndoff, Webster County, W. Va.  
Planing Mill; Heaters, W. Va.

# THE EAST

BOSTON

NEW YORK

PHILADELPHIA

## JOHN L. ALCOCK & CO.

BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS

Inspection at point of  
shipment. Spot cash.

Baltimore, Md.

## Wanted--Dimension Oak, Plain and Quartered,

White and Red. Send for specifications.

### Indiana Quartered Oak Co.

7 East 42nd Street, New York City

## Special October List

4 Cars 4-4 No. 1 Common and Better Chestnut  
6 Cars 4-4 Sound Wormy Chestnut  
2 Cars 4-4 No. 1 and 2 Oak  
1 Car 4-4 No. 1 Common Oak  
3 Cars 4-4 No. 2 Common Oak  
3 Cars 4-4 Common and Better Quartered  
White Oak

## WISTAR, UNDERHILL & CO.

Real Estate Trust Building, PHILADELPHIA

## H. D. WIGGIN

89 STATE STREET  
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

### Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

BALTIMORE E. E. PRICE BUYER AND  
MARYLAND EXPORTER OF

## Hardwoods, Poplar and Logs

I am always in the market for nice lots of dry and well manufactured  
lumber. I inspect at point of shipment. Correspondence solicited.

## H. H. MAUS & CO., INC.

MANUFACTURERS

### HARDWOOD and YELLOW PINE.

Write us if you wish to buy or sell.

420 Walnut St., - - - PHILADELPHIA, PA.

## Holloway Lumber Company

### WHOLESALE HARDWOODS

In the market for all thicknesses of  
OAK, ASH and CHESTNUT.

312 Arcade Building,  
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### Lumber and Timber

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No. 17 BATTERY PLACE, NEW YORK

Southern and Pennsylvania Hardwoods—Oak,  
Ash, Chestnut, Maple and Birch

BRANCH OFFICE: No. 88 BROAD ST., BOSTO

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Mills:

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Specialties:

Quartered White Oak, Poplar.

Land Title Bldg., Philadelphia, Pa.

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OFFICE 817 NORTH FIFTH STREET, PHILADELPHIA, PA.

MILLS KNOXVILLE, TENN.

—DRY—

2 cars 5/8 Qtd. White Oak Com. and better wide run.  
1 car 1/2 Qtd. White Oak Com.  
4 cars 3/4 S. Cull and S. W. Chestnut.  
2 cars 5/4 S. Cull and S. W. Chestnut.  
2 cars 3/4 Com. and better Chestnut.  
1 car 5/4 Com. and better Chestnut.  
1 car 5/4 1st and 2nd Bass.  
6 cars 5/4, 6/4 and 8/4 Com. and better Pl. Oak  
2 cars 4/4 No. 1 Com. Pl. Oak.  
4 cars 4/4 No. 2 Com. Pl. Oak.  
6 cars 4/4 No. 2 Com. Qtd. Oak

Sliced and sawed Qtd. Oak Veneers.

Can ship immediately, as we have L. & N. and S. Ry. tracks.

## Special Orders

We have, at various times, spoken of our facilities to fill  
special orders. We wish to emphasize this point—that we take  
the greatest pleasure in filling orders which are hard to tackle.

Our perfect organization keeps us in touch with sources of  
supply for every kind of timber grown in this and other countries.

If you want a special wood for manufacturing, or other  
purposes, we can get it for you, if it is getable for money.

We want your inquiries for things out of the common, as  
well as your orders for all regular stocks. We will try to merit  
your continued patronage.

Anything doing just now?

## J. Gibson McIlvain & Co.

56th to 58th Sts. and Woodland Ave.  
City Offices, 1420 Chestnut St.

Philadelphia, Pa.



**MILLS:**  
**NEW ALBANY, IND.**  
 (HIGHLAND PARK) LOUISVILLE

**DR. C. E. RIDER, President**  
**W. A. McLEAN, V.P. & Gen'l. Mgr.**  
**ANGUS McLEAN, Sec'y-Treas.**

# **WOOD MOSAIC FLOORING AND LUMBER COMPANY**

**MANUFACTURERS OF**

## **Choice Indiana White Oak**

**A GOOD STOCK, PROMPT SHIPMENTS,**

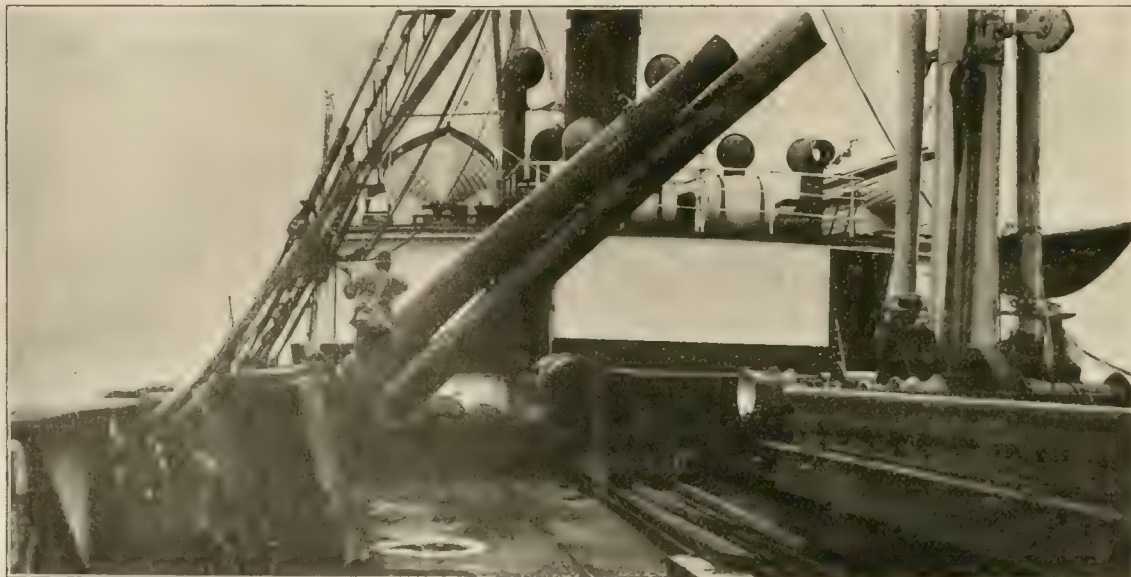
**Personal supervision from timber purchase to delivery of your kind of Stock**

**NEW ALBANY, IND.**

**C. C. MENGEL & BRO. CO.** Incorporated

**LOUISVILLE, KY.**

**Mahogany Lumber and Veneers**



Loading Mengel's Honduras Mahogany Logs on SS. Rendsburg at Belize, British Honduras.

# PAEPCKE-LEICHT LUMBER COMPANY

MANUFACTURERS OF

## COTTONWOOD GUM AND OTHER HARDWOODS

Large stocks of well seasoned Lumber always carried at our yards and mills.

General Offices: 140 W. Chicago Ave., CHICAGO. Mills: Cairo, Ill., Marked Tree, Ark., Greenville, Miss., Arkansas City, Ark., Blytheville, Ark.

# WILLIAM WHITMER & SONS, Inc.

ALWAYS IN THE MARKET FOR STOCKS OF  
WELL MANUFACTURED

## HARDWOODS

BRANCHES:

NEW YORK, BOSTON, PITTSBURG

MAIN OFFICES:

GIRARD TRUST BUILDING, PHILADELPHIA

# D. G. COURTNEY

MANUFACTURER OF

Car and  
Railroad  
Timbers

## Yellow Poplar Oak & Chestnut

Oak  
Coop-  
erage

CHARLESTON, WEST VIRGINIA

Our Timber Holdings are located exclusively in the finest sections of West Virginia growth. Modern mills and perfect manufacture. Standard and uniform grades.

We seek the trade of wood-working factories who want a dependable lumber supply and fair treatment.

Just now we want to move 4/4 No. 1, No. 2 and No. 3 Common Oak.



## THE SICKLESTEEL LUMBER COMPANY

Wholesale Hardwood Lumber

Majestic Building - - - Detroit, Mich.

We offer for immediate shipments:

75 M feet 1" Basswood, Log run.  
25 M feet 1" Basswood, Log run.  
100 M feet 1" Sap Gum, 1st and 2nds.  
100 M feet 1" Plain Oak, all grades.  
30 M feet 1" Chestnut, Sound Wormy.

We can get cars on a day's notice. Write us for prices.

## Quartered Oak Flooring

Manufactured for

**HIGHEST CLASS** of trade only.

Also Plain Oak, Maple and other Hardwood flooring. The name **DWIGHT** on flooring is a guarantee of its excellence.

**DWIGHT SPECIAL** pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

**DWIGHT LUMBER COMPANY**  
DETROIT, MICHIGAN.

## The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

BUYERS OF  
ALL KINDS OF

**HARDWOOD LUMBER**

## DUDLEY LUMBER CO., Grand Rapids, Mich.

WE WANT TO MOVE

600,000 feet 4/4, 5/4 and 6/4 Log Run Firch on Grade  
500,000 feet 4/4, 5/4 and 6/4 Hard Maple on Grade

Good stock Grey Elm, Red and White Oak, Cherry, Basswood and Ash.  
Yards at Grand Rapids and Memphis.

## RYAN-LUSK LUMBER CO. CAIRO, ILLS.

SOUTHERN HARDWOODS

WE WANT TO MOVE

250,000 4/4 Common and Better Gum.  
250,000 5/4 1st and 2nd Sap Gum

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

We also handle HEMLOCK, OAK and CHESTNUT.

ASHLAND, KY.

# The KNEELAND-BIGELOW CO.

MANUFACTURERS OF LUMBER

### Annual Output:

20,000,000 ft. Hardwoods.  
20,000,000 ft. Hemlock.  
4,000,000 pcs. Hardwood Lath.  
9,000,000 pcs. Hemlock Lath.

Mills Run the Year  
Around.

**Bay City, Mich.**

WE MANUFACTURE, BUY AND SELL  
**POPLAR, CYPRESS, OAK,  
 ASH, COTTONWOOD.**  
 WRITE US  
**PLUMMER LUMBER CO.** St. Louis

**W. R. CHIVVIS,** Lesperance Street and Iron  
 Mountain Railroad,  
 ST. LOUIS, MO.  
**WHOLESALE HARDWOODS**

**BLACK WALNUT LUMBER MY SPECIALTY.** Always in the market to buy  
 Walnut and Cherry Lumber. Pay spot cash and take up at shipping  
 point when amounts justify.

**MASSENGALE LUMBER CO., ST. LOUIS**  
 Manufacturers and dealers in  
**HARDWOODS**  
 In the market to buy and sell OAK, POPLAR, ASH, CYPRESS  
 Large stock dry lumber always on hand

**Steele & Hibbard Lumber Co.**  
 North Broadway and Dock Streets, St. Louis, Mo.  
 Wholesale Manufacturers, Dealers and Shippers  
**ASH, CYPRESS, MAHOGANY, OAK, POPLAR, &c.**  
 Mills: Yazoo City, Miss.; McGregor, Ark.; England, Ark.;  
 Dermott, Ark.; O'Hara, La.; Dexter, Mo.

**American Hardwood Lumber Co.**  
**14,000,000 ft. Hardwood Lumber**  
 YARDS AT BENTON, ARK., NEW ORLEANS, LA., ST. LOUIS, MO.,  
 DICKSON, TENN.

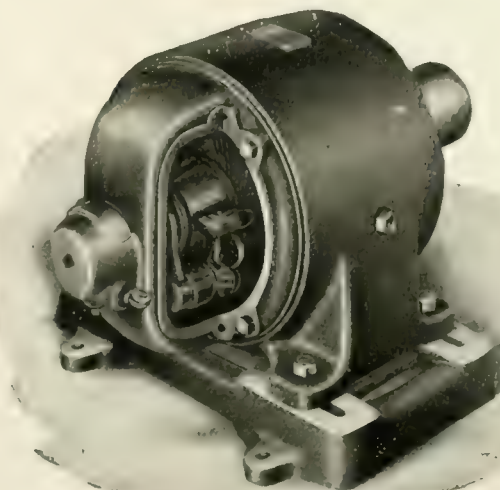
**S. L. EASTMAN FLOORING CO.**  
 SAGINAW BRAND  
**MAPLE FLOORING**  
 SAGINAW, MICH.

**Garetson-Greaseon Lumber Co.**  
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**ST. LOUIS**

Manufacturers of  
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### The Motor of Merit



The CQ Motor of Merit for Constant Speeds

For the maker of machinery and for the user of  
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Its simplicity is evident  
 This means minimum expense for repairs.

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 This means no delays from breakdown.

Its size depends on the work to be done  
 Its cost is proportionate.

The General Electric Company has a motor for  
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 engineers to combine them properly for any work

Let us discuss your needs. Catalog 486 N  
 describes these motors and will help you choose  
 a size.

1377

**Principal Office: Schenectady, N. Y.**

Chicago Office, Monadnock Building.  
 Sales Offices in all Large Cities.



## Just to Remind You

That we are manufacturers of the celebrated

### Wolverine Brand Maple Flooring

"There is none better."

Bored, polished, end and edge matched, lays with every joint even. Largest sales in the history of maple flooring. May we have your order?

**BLISS & VAN AUKEN**  
SAGINAW W. S., MICH.

## "Michigan" Maple Flooring

Our model factory is equipped with the highest class tools and appliances made for Flooring production.

We produce our lumber from the best rock Maple area in Michigan and have 20 years' supply.

Our brand "Michigan" is a guaranty of quality. Perfect mill work and excellent grades distinguish our Flooring and our prices are reasonable.

**WARD BROS., Big Rapids, Mich.**

## "Ideal" Steel Burn- ished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

**The I. Stephenson Company**  
WELLS, MICHIGAN

## LUMBERMEN

Give us some of your

### Fire Insurance

A contract with us will prove  
mutually beneficial

### Lumber Underwriters

66 Broadway, New York  
(Only Office)

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow  
Backed  
and  
Bundled

*There is no Flooring better made.*

### "ARTHUR BRAND"

MEMPHIS-MADE

### HARDWOOD FLOORING

ARTHUR HARDWOOD FLOORING CO.  
MEMPHIS, TENN.

*There is no better Flooring made.*

## Mosby, Denison & Co.

MANUFACTURERS OF

**COTTONWOOD  
GUM  
ASH, ELM**

Large Stock on Hand

HELENA, ARKANSAS

WE ARE OFFERING

## TIMBER LAND 6% BONDS

Secured by first mortgage on Southern timber lands at less than 50 per cent of their present market value. Issued by large, well established, responsible lumber companies. Full particulars will be mailed on request.

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SUCCESSORS TO

H. C. BARROLL & CO., Bankers

First National Bank Building

CHICAGO

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, NOVEMBER 10, 1907.

No. 2.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, Editor. EDGAR H. DEFEBAUGH, Manager.

7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings.

#### HANDLE MANUFACTURERS' ASSOCIATION

A meeting of this association to perfect permanent organization and to adopt new rules governing handle grading will be held at the Grand Hotel, Indianapolis, Wednesday, Nov. 20.

#### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this association will be held at the Auditorium Hotel, Chicago, Wednesday and Thursday, Dec. 18 and 19, for the election of officers and the transaction of other important business.

### General Market Conditions.

The financial mixup having its origin among the commercial adventurers of New York is having marked effect on the hardwood business of the country. From a wave of the highest prosperity the country is apparently plunged into an absolute currency famine. Actual money is quoted at almost fabulous prices. Such business as is going on in all lines is being done through the medium of checks and time paper. Currency has gone into hiding. That there is no actual necessity for this condition of affairs goes without saying, but face it the commercial world must. Undoubtedly confidence is rapidly being restored and money will soon come out of its hiding places to go back into the banks and take its place in legitimate channels; but just now money is money. Collections are dragging in all quarters. There seems to have been almost a suspension of cash payments.

The conditions noted above are having their effect on the hardwood business to a marked degree. Perhaps the small millman is suffering most. He simply cannot obtain cash to buy logs or carry on his woods or sawmill operations. Probably fully half the mills in the remote hardwood sections of the country are shut down. There is an accumulation of logs at hundreds of railway points, awaiting buyers and shipment. Generally speaking, the stronger concerns are carrying on business in the usual way, but in the aggregate a shortage of

hardwood lumber is in sight that will be almost apparent in all affairs readjust themselves and the market regains normal conditions.

At the inception of this commercial flurry there was no over stock in hardwood of any variety. Now, through force of circumstances, the output is cut down more than half, and buyers will find lumber will be very scarce and high priced within a short time.

Probably the demand on the average the country over is about half what it was one year ago. This buying is simply of the hand-to-mouth variety, for immediate necessities. There are no large orders being placed from any source. There has been very little cancellation of orders, but in many cases shippers have been requested to hold up on loading for a considerable time. Buyers advance the information that in spite of restricted sales, offerings of stock are comparatively light. In place of the natural deluge of offerings owners of lumber do not seem to be attempting to force the market. The result is that such stock as is being moved is sold at fair prices. In only a few varieties of wood are prices being cut to any appreciable extent.

Quartered oak is scarce and high. The good end of poplar is ranging at as high a price as ever in its history. In some cases plain oak is being offered at a discount and this is true of red gum and tupelo.

All the northern woods seem to be in very fair shape. The large Michigan operators are well sold up to green stock, and in quite a number of cases have orders that will consume a large portion of next season's output. The outlook for maple lumber is exceptionally firm.

The trade in veneers and panels is very fair. The furniture trade seems to be busy but unquestionably the retail trade has dropped off tremendously during the last two weeks, and this may result in some cancellation of factory orders. It is not to be expected that furniture factories will continue in active operation as there surely will be a diminishing demand for some little time.

The hardwood flooring people are not looking very many orders at the present time, but there is quite an accumulation of old orders that is keeping the factories pretty fully employed, and they probably have enough business on the books to tide over this dull period of sale.

There is nothing radically disheartening in the hardwood outlook and it is sincerely to be hoped that with a little loosening up of the money situation and a renaissance of discounting bills rather than making payments in note, normal conditions will reassert themselves before the first of the year.

### Arrogance Unparalleled.

The city of New York has a local organization known as the New York Lumber Trade Association. As an example of operation from a local viewpoint it has been eminently successful. That it has been ably managed, or rather manipulated, goes without saying. The association is so thoroughly dominated by the retail element of the trade as to be essentially a retail organization. So strong is this institution in the metropolis that it is impractical for either a retailer or a wholesaler to do business there without allying himself with it. Its life history shows that it has done a lot of good work in certain lines. However, its very success has made it arrogant, and the prime movers have gotten it pretty well fixed in their minds



that the New York Lumber Trade Association is about "the whole thing" in lumber association affairs.

This assumption is just now being manifested by a letter that has been put out, under instructions from its board of trustees, advising all members not to ally themselves with the National Hardwood Lumber Association or any other national association. The organization has also appealed to the exchanges of Boston, Philadelphia and Baltimore to join it in a meeting to be held at New York within a few days for the purpose of authorizing and putting into effect a set of hardwood inspection rules to govern the purchase, sale and inspection of lumber in the East. The New York association has also very generously prepared this set of rules and regulations, which it asks its neighboring cities to indorse. Incident to correspondence with the various exchanges it refers to the rules of the National Hardwood Lumber Association adopted at Atlantic City last May, which go into effect Dec. 1 next, as "drastic" and indulges in a lot of other not equally silly.

The New York Lumber Trade Association comprises practically the totality of the retail and wholesale element of that city, but as before noted, it is absolutely dominated by the retailers. An analysis of its makeup reveals that more than ninety per cent of the membership is engaged in the handling of building woods. In the face of this fact it has the monumental effrontery to attempt to dictate and foist upon the vast hardwood manufacturing sections of the country a set of grading rules which shall govern inspection of lumber in the East. As a matter of fact the hardwood operators of importance in the metropolis may be counted upon the fingers of one hand.

The amended rules of the National Hardwood Lumber Association, which go into effect the first of next month, are not "drastic." They conform very closely with customs which have prevailed in the trade for some years. They conform very closely also—at least in net inspection results—with the rules of the Hardwood Manufacturers' Association of the United States. This system of grading has been acceptable and accepted in the markets of the East for several years, and this attempt on the part of the New York Lumber Trade Association to back up practically one man in an effort to upset all the good work that has been done for the past ten years, toward unifying hardwood inspection, is much to be deplored. That it will be an abject failure of course goes without saying, for it is totally out of harmony with the spirit of the times, but it is unfortunate that even the attempt is countenanced. The lumber dealers of Baltimore have turned the proposition down hard and it is believed that even those manufacturers and dealers who were not primarily friendly to the set of rules adopted at Atlantic City last spring will now stand by the National association to a man.

The meat in the coconut is just this: For years New York City succeeded in buying its hardwood lumber under its own inspection rules. There was nothing particularly wrong with these rules; there is nothing particularly wrong with the set of rules they now promulgate; but the antagonism to them on the part of sellers of lumber lay in the fact that their application was entirely in the hands of the buyer. New York yards had their own yard inspectors qualified as official inspectors of the local association, and the shipper had no more show of a square deal in the New York market, save by accident, than the proverbial snowball in The Hot Place.

With the natural inborn selfishness of the Manhattanite, he seeks a recrudescence of this system. He can't get it, for any lumberman with the brains of a nit would never again consent to ship his lumber to that market under the old New York system of applying its association rules.

### Help One Another.

During the last few weeks commercial and financial adventurers have come mighty near throwing this great and prosperous country into a panic. Fortunately good sense has prevailed and the crisis is over. However, a lot of damage has been done. Money, with its usual sensitiveness, has gone into hiding, and confidence must needs be fully restored before it can be brought out and put to legitimate use. These are times when every man should do his utmost to help

his neighbor. It is a time when every man should go to the utmost limits to pay his bills. A week of manifestation of this spirit would set everything right again.

As a distinct example of good sense, a prominent and wealthy New York lumberman issued a letter to his customers, stating that if their banking facilities had been shut off he would be glad to assist them to keep their business in operation by advancing them the necessary cash to meet pay-rolls, etc. Singular as it may seem this man, during the first week of the suspension of cash payment by numerous New York banks, was called upon to loan but \$2,000. The very letter inspired confidence, and that is all that is needed. The country is all right!

### A Just Demand for Recognition.

For years the HARDWOOD RECORD has been a strenuous advocate of the intrinsic merits of the birch of the North for interior finish, furniture and kindred purposes. It has repeatedly deprecated the fact that the wood is not receiving from manufacturers the recognition that it should. It has insisted that birch is a great wood and at the lowest estimate of character ranks at least next to the best quality of Indiana white oak.

A prominent Wisconsin hardwood manufacturing concern has just issued a handsome illustrated pamphlet analyzing birch and its possibilities, which was written by H. A. Callahan, and which was originally published in the American Carpenter and Builder. An abstract of the writer's deductions on this subject, which correspond very closely to the opinions hitherto expressed by the RECORD follows:

No depth of expert knowledge is needed to enable one to appreciate beauty when seen.

Birch, in its uses for decorative purposes, has never had its due. It has not been maligned simply misunderstood. Birch is versatile. That, perhaps, is its weak as well as its strong point. It is compelled to masquerade throughout its use as almost everything but itself. You have birch imitation of mahogany, of walnut, of cherry. The imitators are indiscriminate. Great will be the gratitude of the birch enthusiast the day some of these imitators, in a moment of carelessness, imitate birch with birch. Nine men out of ten, in discussing the wood, will invariably make preëminent to all its other qualities its readiness to take mahogany stains. A finisher will take white birch, beautiful in itself in the natural or slightly darker stain, and daub it up with a thick, gluey mixture, and behold, you have mahogany! Well, now, have you? As a matter of fact, you have not mahogany and you have not birch. "It is neither fish nor fowl." In some varieties of red birch, when used in small pieces and furniture, it may take experts to detect the imitation, but never in broad paneling. In the majority of cases, as mentioned before, birch is used as a counterfeit, the only difference being that the counterfeit in itself is of greater beauty than the material it counterfeits.

This indiscriminate abuse of what is perhaps our most beautiful American wood has made birch a martyr, and we fear its real worth may never be duly appreciated until, like many other things, its supply begins to grow scarce.

Red birch, with its variety of curly birch, of course is used in imitation work with much more sense and justice than white birch. It is darker than the latter, and the resemblance of grain and figure is closer, but the very qualities that render the simulation possible are qualities which in themselves make birch the ideal decorative wood of America. It has richness of tone and figure. It is not porous and requires no filling, consequently takes a very high polish. There is nothing garish about it; it has dignity and stability. It is easily worked, and when properly dried shrinks very little and holds its shape. There is no pulling apart at the joints. It is true, birch is liable to wind checks in the growing tree, but this fault is easily obviated by selecting the wood. As far as we know this is the only fault, and not a great one at that. It might be called the aristocrat of woods.

There is no great objection to the use of birch for any inherent fault in the wood itself. It is simply "damned with faint praise." Let us take up the numerous objections usually offered for the non-use of any particular building material—price, supply, working qualities, durability and appearance. Birch is plentiful, but, more than that, it is accessible. The New England and eastern states have vast quantities of it. In the upper peninsula of Michigan, in a great many vicinities known for their white pine and hemlock, birch is practically the only good hardwood. Throughout Minnesota and Wisconsin it is quite the same. This country is close to the lumber manufacturing markets naturally, and the lumber in sight will last for many years to come. Consequently we find birch selling at maple prices, a wood whose chief merit is its durability. We find birch selling far below plain oak or ash, its inferiors in working qualities, and we venture to add, at the risk of controversy, in appearance and durability. Plain white or plain red birch is fairly plentiful at the present demand. Its price is low. Curly birch is scarce in the same proportions. Its price is high.



## Pert, Pertinent and Impertinent.

Ask Teddy.

Why does a goose stand on one leg?

Ask Teddy.

How long should Bridget beat an egg?

Ask Teddy.

What makes an auto tire skid?

Why will a man say "done" for "did"?

When should a mother spank her kid?

Ask Teddy.

When may a son look down his side?

Ask Teddy.

When should a man be called a liar?

Ask Teddy.

What kind of a worm is best for bait?

When may a young man stay out late?

When should a preacher speculate?

Ask Teddy.

When may a man look down his side?

Ask Teddy.

When should a man be called a liar?

Ask Teddy.

To talk from England, which is better?

To be a common enemy or

Or try to be real strenuous?

Ask Teddy.

HAROLD B. DAVIS

## Attitude on Hardwood Inspection.



Son of Ichabod—Unless I can be Captain, Pitcher and Umpire, I won't play.

### A Vital Point.

First Compositor—This here ignorant reporter has went and spelled "victuals" v-i-t-a-l-s.

Second Compositor—Well, fix 'er up an' shove 'er in. We've only got three minutes to go to press.

And in the paper the next morning the story ran:

"The verdict was that deceased came to his death from a pistol-shot in the victuals."

### Be One.

An optimist is any man who thinks it might have been worse.

### Wooden Times.

Lumber is going up. Grub has already gone up. So it is a cinch that we will have to plank down more for board this winter as we go lumbering along.

### Thoughtful.

Buster—O, papa, please buy me a horn! Papa—Not much! A nice bedlam we'd have in the house!

Buster—But I'll promise to only blow it when you're asleep!

### Russian Proverb.

Every fox praises his own tail.

### One Exception.

She—This suit cost a hundred dollars, but the tailor promised to make any alteration in it I desired.

He—Then you better ask him to alter the price!

### Elusive.

The policemen have their troubles with the autos—when they go slowly, they can't be run in; when they go fast the cops can't read their numbers!

### Flexible.

After turning to rubber, Lot's wife turned to salt.



# AMERICAN FOREST TREES.

SIXTY-FOURTH PAPER.

## Redwood.

*Sequoia sempervirens* Endl.

The distribution of redwood is along the southern border of Oregon, south near the Pacific coast to Monterey county, California; it is rarely found more than twenty or thirty miles from the coast, or beyond the influence of the fogs from the ocean, and seldom more than 2000 feet above the level of the sea; in northern California it often forms pine forests which occupy the sides of ravines and banks of streams; further south it commonly grows in small groves intermingled with other trees, and reaches its maximum development north of Cape Mendocino; in this section also the largest stands are found.

The tree is commonly known as redwood, although in California the generic name *Sequoia* is often applied to it, as is also the term coast redwood; abroad it is usually called California redwood. It is often cultivated outside its natural range of growth, and several varieties are distinguishable under different conditions; they are the *Sequoia sempervirens*, *gracilis*, *laevis*, *adpressa*, *picta*, *albospica* and *alana*.

The leaves of redwood are ever green, from one to three quarters of an inch long, smooth, sharply pointed, and of a deep, lustrous olive green color above, and covered with a whitish bloom. The minute flowers open in late winter or early spring; the staminate ones are ovate and obtuse; the pistillate have many broadly ovate acute scales tipped with points. The fruit is an oblong, woody cone from three-quarters to one inch long and half an inch broad; it has thick scales, and the seeds are only about a sixteenth of an inch in length and winged.

The bark of redwood is from six to twelve inches thick, and forms in ridges two to four feet wide, which separate in long narrow lines transversely, disclosing the bright red inner bark when dropping off.

The tree grows from 200 to 350 feet high, and has a tapering, irregularly lobed trunk which is usually devoid of branches for 75 to 100 feet. Its diameter at the base is usually from ten to fifteen feet, although specimens have been seen which measured twenty-eight. While the tree is young its branches form a narrow pyramidal head, while on old trees the top becomes narrow, compact and irregular, and appears very small in proportion to the great height and size of the trunk.

The wood of the *Sequoia sempervirens* is

the softest known to commerce; splinters can be released with the fingernail. It has a fine lustrous surface, and takes a high polish, but is very coarse-celled; the rings are plainly visible. It is light, not strong, close-grained, easily split and worked, very durable in contact with the soil, and is largely manufactured into lumber and used for shingles,

Standing alone of their kind, no living representatives may now be found outside the borders of that state, where they have survived the cataclysms that destroyed their noble fellows in other parts of the world.

In majesty and grandeur of proportions the *Sequoia sempervirens*, and the *Wellingtonia* or famous Big Tree, lead the entire realm of forest giants. No others combine such massiveness with such height, and in age they likewise surpass all others. Muir estimates their limit at 5,000 years, and believes that many now standing have reached it; in some of the stumps 1,000 annual rings have been counted. Ridges in the earth within the *Sequoia* belt contain the fallen bodies of far-removed generations, which fact leads him to deduce that the area in which they are found has not shrunk since the glacial period—that the great trees have held their own for perhaps 10,000 years.

The genus *Sequoia* was widely scattered over the northern hemisphere during the cretaceous and tertiary epochs, and is known to have reached as far north as the Arctic Circle, as did many of the plants and animals of the temperate zone before the age of ice overwhelmed them. The rocks preserve the story of this great climatic reconstruction, and in them five distinct species of *Sequoia* are recorded, among them *Wellingtonia* and *sempervirens*, the two sole survivors of the proudest family of plants the earth has ever produced.

"In a belt 300 miles long and twenty wide survive the forests through whose aisles once roamed the prehistoric mammoth, the cave bear and the three-toed horse. What stories could these trees reveal to the delver into the past were but the power of speech given, or better were it to say, could the language of their whispering tops be understood. Who can tell what has passed since the day when these giants of the forest started from the ground as bright green shoots? Nations have changed, dynasties have risen

and fallen, human history and earth's geography have been as the rolling waves of the sea beside the lives of these mysterious relics of the past. Here dwells mystery. But the iconoclast hand of man has torn the veil and commerce is driving back the shade into the regions whence it came and sending to the busy haunts of man those patriarchs of the tree world with their traditions of the beginning of time, some of which the Creator



TYPICAL FOREST GROWTH *SEQUOIA SEMPERVIRENS*.  
PROPERTY PACIFIC LBR. CO., HUMBOLDT CO., CAL.

fence-posts, railway-ties and building. In color it is a light red; it has no odor and is slightly astringent to the taste. Curly grain is frequently met with in redwood lumber, and is anxiously sought by manufacturers of fancy furniture and cabinet work.

California alone sends to the greedy markets of the country this newest of all lumber, made from the oldest of all trees—trees of a forgotten era in the history of the earth.





SECOIA WILLINGTONIA, OR BIG TREE. CIRCUMFERENCE AT BASE 101 FEET. FRESNO CO., CAL.



STAND OF REDWOOD, ELI RIVER BOTTOM LAND, HUMBOLDT CO., CAL.

planted when Moses was on Mount Horeb and cared for during eighty centuries; they have withstood the action of the glacial age, of a thousand forest fires and storms of greatest severity, yet America's boasted civilization permits man to destroy them in a day, that he may gain a few paltry dollars."

The redwoods reach down toward the coast further than do the big trees, so that they are more easily accessible to lumbermen. Many contend that the small region which they inhabit will have to be protected by the government at an early date if any of the magnificent redwood forests are to be rescued from the saw; only in a few locations has the devastation been checked. The vast size and height of these trees, rather than the actual market value of their lumber product, makes the yield from one acre enormous, and it is put to base uses which other trees could as well supply. Thirty-seven mills, cutting 375,000,000 feet annually are eating their way into the heart of the redwood forests, and yet so-called conservative lumbermen of the West maintain that at the present rate of cutting they will endure for 250 years. It is estimated that an average acre of redwood timberland will yield 50,000 feet of lumber, but again one tree alone has been known to contain 66,500 feet.

The wonderful big trees, while a closely allied species, do not furnish the true redwood lumber, which, although new, is fast becoming recognized as a staple article in the

lumber markets of the country. It is unequalled in durability where used in contact with the soil, or when exposed to inclement weather. In one of the forests of northern California there lies prostrate a huge redwood which some mighty storm felled to earth, and upon its recumbent trunk a spruce tree thirty inches in diameter and at least a hundred years old, is growing, its roots extending down and around the queer foundation. Not only does the redwood display wonderful vitality in its resistance to the earth and climate, but in its immunity to the depredations of the white ant and other dreaded insects. In the tropics particularly it is appreciated for this feature.

For shingles it is practically incombustible, although the fact that it is likewise used as kindling may seem contradictory; it is not necessarily, however, for as there is no pitch in redwood it will not carry fire when it contains the slightest moisture, which roofs usually hold. The wood does not warp, shrink, nor swell appreciably; it has been wet for weeks without the calipers showing the least change in dimension, and thus it is desirable for pattern work, where such qualities are essential.

The largest part of the redwood cut is distributed along the west coast of the United States, but as England, Germany, Australia, Hawaii, the Philippines and other large consumers are commencing to understand and appreciate it, foreign orders are growing in numbers and magnitude, so that it is only a question of a short time when

it will become a close rival of other valuable and better-known timber.

The illustrations depicting redwood stumpage and logs are from illustrations loaned the HARDWOOD RECORD by the Pacific Lumber Company of San Francisco, and show to excellent advantage the fine timber growing upon its Humboldt county properties. The big tree picture herewith grew on the property of the Hume-Bennett Lumber Company, near Sanger, Fresno county, Cal.

#### Utilization of Wood Waste.

The subject of the utilization of wood waste, which is now attracting so much attention, will receive a strong impetus from the publication in book form of a series of articles which have appeared from time to time in the St. Louis Lumberman, under the above title.

The book treats of the properties and production of such substances as turpentine, tar, tar oil, pitch, coke, charcoal gas, grain alcohol, oxalic acid, acetic acid, pyroligneous acid, paper-making emulsion, terpin hydrate, terpineol, cine ole, rosin, rosin spirit, rosin oil, rosin gas, wood creosote, wood alcohol, acetate of lime, etc.; in brief, of nearly all substances that have relation to wood and its chemical treatment. Interspersed throughout are valuable hints relative to the erection, maintenance and operation of a plant. All superfluous matter has been avoided, for it was the aim to make the information as concise as possible. The final chapter gives suggestions as to the manner in which a distilling plant may be conducted scientifically where conditions warrant.

This is the only book ever published in this country, as far as the author knows, dealing so largely with the distillation of resinous woods, and when used in connection with good practical knowledge of limbering and timbers should be a great aid in treating such woods successfully.

W. B. Harper, M.S., the author of the book, has combined years of study along these lines with practical experience and investigation and is eminently qualified to write authoritatively.



THIS TREE YIELDED 56,000 FEET OF REDWOOD LUMBER. 12 LOGS MEASURED 200 FEET.



A UNIQUE GATEWAY IN A REDWOOD FOREST.



# Builders of Lumber History.

NUMBER LV

J. V. Stimson.

(See Port out Supplement.)

In hardwood history the most notable state of the Union is Indiana. It has always produced and is still producing the highest types of hardwoods growing on the American continent. It has perhaps largely gained this reputation from the quality of its white oak, which is regarded as superior to any oak ever grown elsewhere in the world.

It is not singular, therefore, that a state standing preeminent in the production of such timber, and affording such opportunities, should also be prolific in the making of lumbermen of ability and distinction. In the front ranks of men of this character native to the state of Indiana, stands J. V. Stimson, of Huntingburg, whose portrait appears as the supplement feature of this issue of *HARDWOOD RECORD*.

J. V. Stimson was born on a farm near Martinsville, Ind., in 1861, just after the breaking out of the Civil War. His father, E. F. Stimson, was born and reared in North Carolina, and was of Scotch extraction. His mother was a descendant of one of the oldest Holland Dutch families of northern New Jersey, her father being Jacob Van Sickle, a proud and aristocratic name.

The boy worked on the farm almost constantly between the ages of seven and sixteen, attending the district school only about three months in the year—usually from Christmas time until about the end of March, or longer, as the amount of money in the township treasury for "educational purposes" would permit the school to run. When he was sixteen years old he left the farm and after working for a few months at various "jobs" took employment with the firm of McGregor & Van Sickle, at a stove bucker, located at Martinsville; Mr. Van Sickle was his uncle. Mr. Stimson may be said to belong to the lumber fraternity by inheritance as well as achievement, inasmuch as his grandfather, Jacob Van Sickle, was one of the old-time lumbermen of Indiana. He operated one of the now antiquated sash sawmills, and was one of the first exporters of walnut to Europe from that state; he shipped his lumber from his mill near Martinsville, via Franklin, down to the Ohio river on the old Madison Railroad, thence down the Mississippi to port.

The first buggy Mr. Stimson ever handled was a wheel barrow, delivering staves to a machine at the plant of McGregor & Van Sickle, who were engaged in tight barrel stave and heading manufacture. He remained with this firm continuously until his entry into business on his own account, with the exception of one year spent at Normal school at Danville, Ind., followed by teaching a district school during the winters of '81 to

'81. During the vacation period he invariably returned to the stove mill, learning to estimate and purchase timber and staves, to operate machinery and to handle men.

When Mr. Van Sickle eventually took over the entire business, young Stimson aided him in changing from the manufacture of staves to hardwood lumber. This was in 1889, and 1891 he became a partner with his uncle in a portable sawmill located about ten miles southwest of Martinsville. They moved the mill to Heltonville, Lawrence county, Ind., a village on what is now the Southern Indiana Railroad. The business prospered in a small way until July, 1894, when the saw and planing mills which had been added, together with considerable lumber, were completely destroyed by fire, with no insurance. Although badly crippled financially, the partners managed to rebuild the plant.

In 1895 Mr. Stimson sold his interest to Mr. Van Sickle and his sons, and in November of that year located at Huntingburg, Ind., and built a band mill at that point, which he has continued to operate up to the present time, and which business forms the nucleus of all his other operations. Mr. Stimson has one of the best band mills on the Ohio river at Owensboro, Ky., under the management of a brother—Dayton C. Stimson—the business being conducted under the firm name J. V. Stimson & Co. About two years ago a mill was built near Askew, Miss., which is now in charge of another brother, Harry Stimson, and operated by The J. V. Stimson Lumber Company. At that point is assembled some of the finest stock of hardwood lumber in the state of Mississippi. A younger brother, A. R. Stimson, has been placed in the lumber business in North Carolina, where he is at the head of the Stimson Lumber Company.

Mr. Stimson has recently commenced the construction of a veneer mill at Owensboro, Ky., in connection with his other operations at that point, and in another year expects to be able to supply his large trade with high quality quartered oak veneers.

At the mills controlled by Mr. Stimson mixed stocks of about 6,000,000 feet of hardwood are carried, consisting of oak, poplar, ash, hickory, gum, elm, walnut and cherry; the southern mills also carry some cypress and cottonwood. Seventy-five per cent of the entire output, however, is oak, and Mr. Stimson caters particularly to the high grade quartered oak trade. About 14,000,000 feet of hardwoods are manufactured each year, and enough stumpage is controlled in Indiana and the South to keep the mills running for several years to come.

Mr. Stimson has no club affiliations, but is a Knight Templar, thirty-second degree Mason and shiner. He does not take an active part in politics. His energies are devoted to busi-

ness rather than to outside interests of any sort, and he possesses the power of concentration to a marked degree. In "sizing up" a proposition it is characteristic of him to consider it from every possible viewpoint—financial, political, technical—and once he arrives at a conclusion he sticks to it with a tenacity which has never failed to carry him through.

As an instance of Mr. Stimson's foresight and absolute nerve, may be cited the fact that in 1896 he knew of a desirable piece of timber, for which the owners thought they should receive about \$18,000. Knowing that he could not begin to gather up such a sum as that, but figuring that the financial troubles which began in 1893 must be nearly at an end, according to precedents established in the past—he made an offer of \$10,000 cash for the land. The owners, being ardent "free-traders," were much alarmed over the election of McKinley, and prophesied that the country was promptly going to rack and ruin; so did not feel that they could afford to decline even so small an offer. Mr. Stimson exhausted every possible resource, only to find that he could raise but \$5,000. Nothing daunted, however, he so informed the owners but added that if they would but grant him ninety days' time, he would guarantee to raise the balance or forfeit the \$5,000 already paid. Although they demurred and pleaded that a strictly cash deal had been agreed upon, they were so convinced in their own minds that they were about to receive a handsome present that they called in a lawyer and signed the contract offered by Mr. Stimson. How well the latter foresaw the "good times" which immediately followed, and succeeded in making good on his proposition, are best told in the fact that he very soon realized \$35,000 on the deal, and placed himself "on his feet" financially, so that he was able to continue in business with confidence and impunity.

Although so largely interested in lumber affairs, Mr. Stimson is also a stockholder in the Huntingburg bank and the First National bank, both at his home town, and is one of the original stockholders of the Anchor Life Insurance Company of Indiana which, while comparatively new, is enjoying marked prosperity. Mr. Stimson has always been active in lumber association work; he was president of the Indiana Hardwood Lumbermen's Association for two years and one of its organizers. He has also been actively identified with the National Hardwood Association for years.

J. V. Stimson is, without doubt, one of the most successful examples of the "self-made" man which the lumber trade affords. Although so ardent and ambitious a worker, he modestly claims that whatever he may have accomplished is largely due to the business training and opportunities afforded him by his uncle, with whom he was so constantly associated from the time he left the farm until he entered business on his own account, and to the strong influence exerted by "one of the best mothers that ever a boy was blessed with"—to quote his own words.



J. V. STIMSON  
HUNTINGBURG, IND.





## Hardwood Record Representatives.



B. F. LIPPOLD, 527 ST. JAMES BUILDING,  
NEW YORK CITY



JACOB HOLTZMAN, 916 ROTHSCHILD  
BUILDING, PHILADELPHIA



H. A. LANE, 506 WABASH BUILDING,  
PITTSBURGH

During the last few months, in order to better serve its advertising patrons, the *Hardwood Record* has established branch offices in various hardwood trade centers and placed them in charge of trained newspaper men who are conversant with the details of the hardwood trade.

One office has been located at 527 St. James building, Broadway between Twenty-fifth and Twenty-sixth streets, in charge of Benjamin F. Lippold. This location is very convenient to the numerous lumber offices situated in the Metropolitan, Flatiron, Townsend and other large structures in that vicinity.

A second office has been located at 916 Rothschild building, West Penn Square, Philadelphia, in charge of Jacob Holtzman. Mr. Holtzman has acted as news representative of the *Record* for several years and needs no

introduction to the trade of that city. In future he will spend part of his time visiting Baltimore, Norfolk and eastern Pennsylvania points.

Another office has been established at 506 Wabash building, Pittsburgh, in charge of H. A. Lane. Mr. Lane has also been news representative for the paper for several years and is well known to the lumbermen of Pittsburgh, where his efforts in their behalf are highly appreciated.

F. M. Clutter is a local representative; he makes his office headquarters at the Baldwin Hotel, Cleveland, where he resides when in the city. Mr. Clutter covers the hardwood manufacturing and jobbing points of Ohio, West Virginia, eastern Kentucky and eastern Tennessee.

Another office is at 310 Tennessee Trust building, Memphis, in charge of H. L. Wells.

Mr. Wells will travel the entire district surrounding Memphis, as far south as New Orleans, and west to Kansas City, making frequent visits to St. Louis, Cairo and Evansville.

A representative who makes his headquarters at the Chicago office and covers the Wisconsin and Michigan field is F. H. Luce.

The *Hardwood Record* is proud of its corps of advertising and staff representatives, and it is believed they will be welcome callers at every office which they have occasion to visit. It is also hoped every patron of the paper will utilize the services of these representatives in every possible way, with the assurance that their assistance and co-operation will be gladly rendered at all times.

The appreciation in which the paper is held by its readers is amply witnessed by its advertising pages. The greater number of the



F. M. CLUTTER, BALDWIN HOTEL, CLEVELAND



H. L. WELLS, 310 TENNESSEE TRUST  
BUILDING, MEMPHIS



F. H. LUCE, CHICAGO



the very complete information bulletin service regularly maintained for the benefit of patrons. The publishers are extremely gratified at the manifold expressions of approval and it is specially pleasing to know that now, while many lumbermen are effecting every possible economy, the RECORD's advertising is not classed as something to be dispensed with, but as a necessity to be retained. Cancellation and suspension of advertising contracts are remarkably few, while the new

gratifying increase issue by issue. Our readers will find more than a dozen new patrons represented in this number.

If a little self-laudation is permissible in this connection, the HARDWOOD RECORD will state that an analysis of its commercial success is based primarily on integrity of purpose in editorial features, a compendium of hardwood news larger than that printed in all the other lumber trade press combined, accurate and impartial statement, and that beyond selling its advertising patrons space and circulation, it furnishes them gratuitously a vast amount of information contributive to their success.

## The National Hickory Association.

The National Hickory Association has completed its work for the fiscal year which marks the first one and one-half years of its existence. The work of this association has been generally noticed because its operations have been conducted from headquarters at Chicago without much publicity, but it has accomplished much, and the objects which it seeks to maintain are of such importance to the vehicle trade and the people of the country generally that all should be much interested in its movements.

The National Hickory Association was organized at Niagara Falls in July, 1906, by a number of representatives of various trades throughout the United States consuming hickory, and the meeting there developed some startling facts in connection with supply and production of hickory, and it was determined at the conference that in view of the rapidly diminishing supply of hickory in the United States it was absolutely necessary for something to be done to prolong it, economize in its use, and if possible see to it that means were provided to replenish the growth.

The organization was completed and officers elected as follows: Jno. W. Herron, Cincinnati, O., president; E. W. McCullough, Chicago, vice-president; W. A. Snyder, Piqua, O., treasurer; Fred A. Curtis, Chicago, secretary.

The officers were selected from among those who had been most active in bringing the situation to the attention of the people chiefly interested, and each member of the advisory committee represents a line of business that consumes large quantities of hickory.

Since the organization of the association the secretary, with the assistance of the other officers, has been active in building up a membership which now includes the names of the most prominent vehicle manufacturers of the country. The membership fee of the association is nominal, \$10 per year, the amount being fixed on this basis after it was made plain that active service would not be expected and that there would be very few meetings to attend since there are already a great many associations that take the time of the vehicle trade. This policy has met with some success and the membership continues to grow.

The facts that have been developed by the work of the association thus far are interesting and show the great necessity of the work being done by this association and the amount accomplished thus far. Prior to its organization little or nothing was known of the actual conditions that existed in connection with hickory supply and demand. Individuals had opinions, but these were necessarily based on limited experience and more often prejudiced and unreliable than otherwise. At this period the Government had no reliable information in regard to hickory, and no statistics. The first work of the association, compiling statistics and getting information from the most reliable sources, indicated that the supply of hickory was very limited; the consumption exceedingly heavy; and it was evident that the present hickory supply would not last to exceed fifteen or twenty years at the present rate; also that there is no substitute for hickory except metal, and that the time necessary to replenish the hickory supply and bring new trees to a commercial size would at best leave a gap covering a period of many years when hickory would be unavailable or obtainable only at a price which would be prohibitive.

These facts indicated that the price of hickory would advance from year to year and by leaps and bounds. All this should be of great interest to manufacturers of carriages and wagons, particularly the former, for the hickory necessary for the construction of a light vehicle is such that if the supply is in this condition long it will necessarily revolutionize the carriage business within the next few years. Consequently the carriage and wagon manufacturers, as

well as the actual manufacturers of hickory products, should be particularly interested in the work of the National Hickory Association. After developing these facts the association set to work to interest the Forest Service and were successful to the extent that the Forest Service has taken up the hickory question in a vigorous manner, and the commercial study of hickory has been launched under the able direction of Raphael Zon and others of that department, including Mr. Kellogg, Mr. Holroyd and Mr. Betts. It is the purpose of the association and Forest Service to secure facts, figures and conditions that will enable them to give the exact situation on this important subject.

Hickory is being studied at different locations throughout the North and South, by members of the Forest Service who first make a study of the conditions under which trees grow. Then the trees are cut under the directions of these experts and are used in tests to determine the strength of the various kinds of hickory, and the length of time it takes for the wood to grow under various conditions. The work of the association includes statistics of the amount used annually for export and domestic purposes and the amount still remaining in the country.

The scope of this work can be increased and extended during the next year according to the financial support it receives from consumers of hickory. The Forest Service will extend their operations just as far as the people interested in hickory indicate that interest by active live work. The National Hickory Association in bringing the situation to its present point has accomplished wonders considering the short time it has been in existence.

The annual meeting of the association will be held in the near future for election of officers, and all members will be called upon to attend. It is not expected that general meetings of this association will take place oftener than once a year and during the year the active work will be done by the officers. During the last year the National Hickory Association on various occasions placed the conditions pertaining to hickory before each concern and individual in the following lines: Carriages, spokes, wagons, wheels, rims, shafts and poles, singletrees, neckyokes, gear wood, sucker rods, handles and every line consuming hickory. It is to be hoped that those in these lines who have not already sent in their membership fee as members of this association will do so without delay.

## Jamestown Ter-Centennial.

Although somewhat late to elaborate upon the beauty of construction and other out-of-the-ordinary features at the Jamestown Exposition, a brief review of certain exhibits may still be interesting to many readers.

The Jamestown Tercentennial Exposition is commemorative of the first permanent settlement made in this country, established by a band of adventurers who sailed from Eng-

land in December, 1606, landing at what is now called Jamestown, in May of the following year. Their greatest incentive for thus encountering the perils of an unknown land was the establishment of homes where freedom of thought, religion and politics, unhampered by the absolute power vested at that time in the monarchs of England and other countries, might have full sway. This

freedom, starting with the settlement at Jamestown, and ending at the present time, is the largest and most complete in the government of the United States, the greatest and most important of the great works of the world. This building was an event which the most superficial thinker must recognize as a masterpiece of engineering, and of the grim determined effort for the conservation of the great woods of the world.

The exhibit of the exposition is the most extensive, varied and entertaining one. Approximately 22,000,000 feet were used in building board walks, the enormous government piers, bulkheads, hotels, war path buildings and so on. The estimate shows that out of this quantity about 3,500,000 feet were used as pilings for the commercial and the government piers, and bulkhead surface work around the concrete construction. It is appalling to think of the enormous waste which will be entailed in destroying the exhibition.

The exhibits of hardwoods made by the different states and individuals are both exhaustive and comprehensive, and are a source of education to even the most expert man of the trade. Since it is more of a southern exposition southern hardwoods predominate as a natural consequence.

North Carolina, which abounds in hardwood, has an exceedingly handsome and tastefully arranged exhibit of its woods, in which black walnut, white ash, black birch, yellow locust, white and chestnut oak, white gum and white cedar form the larger part. White and yellow pine, yellow poplar, Carolina hemlock and sourwood are also given much space. In this exhibit, as in all the others of like character, the woods are mostly in the form of finished panels, with their rough forms being placed next in line for comparison.

Thomas W. Smith, a lumberman and woodworker residing in Washington, has a very fine exhibit in the Manufactures and Liberal Arts Building, finished in handsome style, with a wood mosaic floor.

In the States Exhibit Palace the Atlantic Coast Lumber Corporation, well-known manufacturers at Georgetown, S. C., have an exhibit of rough and finished pine and mahogany.

Louisiana, in the States Exhibit Palace, rivals all with her display of oak, ash, poplar, walnut, gum and hickory, and yields second place to none.

The well-known Swann-Day Lumber Company, operating at Clay City, Ky., which produces much high-grade stock, has a most excellent representation of its wares here in the shape of Kentucky river yellow poplar, which has elicited much admiration.

The Pratt-Worthington Company of Crofton, Ky., also has a handsome showing, their booth being walled with panels of their products, and inside it are exhibited both rough and dressed panels of box elder, chestnut, black walnut, oak, mulberry, spruce and cedar, which this firm handles. They also exhibit

some No. 1 hickory wagon timber, which is as fine as it is possible to find.

The state of Vermont, while exhibiting many of its native woods, has emphasized its birdseye maple, for which it has a reputation.

The Atlantic Coast Line Railway has on exhibit stumps of the different species of timber grown on its line, bringing into particular notice specimens of Florida oak, yellow pine, hickory and cypress. The Seaboard Air Line has followed suit in an exhibition of the butts of pine, cherry and oak trees.

Eclipsing all, possibly, is the exhibit gathered together by the Southern Railway, from firms interested in the road as a conveyor of their outputs. There is considerable commercial timber cut along the Appalachian chain of mountains, which are traversed by the Southern, and a demonstration of the uses to which this is put are shown by tobacco boxes, furniture from birch, spokes, hames and handles from second growth hickory and ash. There is a display made by the West Point Veneering Company, consisting of gum, white oak, red mahogany, white and curly pine, ash and poplar. The Wood Mosaic Flooring Company of New Albany, Ind., also has an excellent showing. A curiosity of this exhibit is a chopping-bowl 44½ inches in diameter, with a capacity of 5½ gallons. In making this bowl thirteen other bowls were formed from the interior.

The Santee River Lumber Company has an attractive exhibit of stained samples of cypress ceiling and flooring.

Another exceedingly interesting exhibit is that of the West Virginia Pulp & Paper Company, showing the different processes through which spruce passes in the manufacture of paper.

There is a variety of other exhibits similar to these which are worthy of mention, but lack of time for investigation, and space for description prevents their beauties being elaborated upon at this time. Among them are the exhibits made by the Chesapeake & Ohio Railway, the Richmond Cedar Works, the West Virginia Timber Company, the Pulaski Timber Company and the Steigel Lumber Corporation, all worthy of special notice.

The Inside Inn, which has a capacity for 2,000 guests, is an enormous structure, constructed entirely of lumber, and with quaint old Virginia touches here and there, both inside and out, and is very interesting.

The Yellow Pine Association has here its famous "flemish oak" room, under the care of Miss Allen, who has accompanied it on many trips. It has come in for its full share of admiration.

The mechanical department is of equal interest to many. A fine showing is made by the Clyde Iron Works and by the S. A. Woods Machine Company.

The exhibit of the first house consists of a practical demonstration on a special plot of ground allotted by the Exposition Company, of its McGifford loader in actual operation. There is a track shaped like the letter Y, up

logs, and on the other branch deposit them. This famous machine was designed to reduce the handling of logs to as low cost as possible, and it has been sold extensively among the southern logging operations. It boasts not only the ability of shifting its own cars rapidly, but is so arranged that its wheels can be raised up under the car mechanically, the full weight being thrown upon shoes, allowing empty cars to be passed under the machine and loaded, thus obviating the necessity of shifting frequently. The machine can load and skid from 30,000 to 45,000 feet per day. Its loading capacity is 100,000 feet.

The exhibit made by the S. A. Woods Machine Company is also extensive. This firm specializes on planers, matchers, moulders and knife grinders. The chief features of its exhibit are the knife grinder, planer and matcher, which are shown. The matcher in particular is interesting because it represents a culmination of effort towards perfection. Lumber can be run through this as rapidly as fed and will come out with a surface like glass, needing no further attention for the best kind of work. The grinder for knives is also a leader in its class, operating accurately and producing clean, even work.

The exhibit made by the Simonds Manufacturing Company is the best this concern has yet put up, and is a marvel of construction and detail.

The American Locomotive Works, the Baldwin Locomotive Works, the Detrick & Harvey Machine Company, the Climax Manufacturing Company, Cambria Steel Company, J. G. Brill Company, A. B. Farquhar Company, the Geiser Manufacturing Company, the Shelby Steel Tube Company, the American Boiler Economy Company, the Gibson Iron Works and the Durable Wire Rope Company are some of the other numerous exhibitors. The International Harvester Company has perhaps the most taking exhibit of all, in an old-time log cabin, made by weaving together sisal, standard and flax twine, and having the interior of the cabin arranged according to the custom of that time.

Would space permit, description of other details of much interest could be continued almost indefinitely. A most striking evidence of advancement in building is the two government piers extending out into the waters of Hampton Roads 2,500 feet, being connected at their extreme ends with the longest single span arch ever built—150 feet long.

The exposition in a great many of the finer details eclipses all its predecessors. It should be stated in refutation of many charges which have been allowed to stand in newspapers and periodicals, that with the time allotted, the withholding of monetary aid until the last moment, and the great drawback of delayed governmental work, the Exposition Company should be commended most highly and not censoriously criticised by the general public, for at present it is absolutely without a peer, its landscape effects, wall of Virginia creepers, buildings and government piers, outlined at night with small electric bulbs, securing for it a high position among others of its kind.

GEORGE McBLAIR, JR.



## Hardwood Record Mail Bag.

The following letter from Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, will be read with interest, inasmuch as Mr. Foster's work brings him in close touch with business men throughout the entire country, and enables him to speak with authority.

### Rumberger Lumber Company.

Subject to a very material shrinkage by reason of a number of large accounts being against firms who are now in the hands of receivers or in bankruptcy and therefore at this time it will be necessary to deal with an exaggerated accuracy the valuation of these accounts.

The numerous small contracts advanced made to numerous parties with whom contracts had been made for the purchase of lumber in Virginia, North Carolina and Tennessee, and I am now taking steps to have lumber to the value of said advances shipped to me, with the exception of a few instances where I have deemed it advisable to cancel the contracts, thereby reducing the liabilities to that extent.

The liabilities, as above stated, may be reduced when deductions are made for freight and other credits, the correct amounts of which I have not as yet been able to ascertain, but such reduction should amount approximately to \$7,000.

Owing to the lumber assets being so widely distributed, it has been necessary to make application for ancillary receiverships in six different states, which applications have been granted, and I have been appointed ancillary receiver, all of the assets thereby coming under my control.

I am making a most thorough and exhaustive investigation into the condition of the business of the Rumberger Lumber Company and to date have materially decreased the operating expenses, reducing them to the lowest possible minimum, the saving thus obtained being equal to approximately \$30,000 per year. Under the order of the court I am authorized to continue the business temporarily.

The unfilled orders, which I am proceeding to fill, should net several thousand dollars profit, which will assist materially in covering the expenses incident to the closing up of the business.

I shall be glad to consult with all of the creditors as to the safest and most economical method of closing up the estate and for the purpose of giving such information as can be obtained. Respectfully submitted,

CHARLES H. THOMPSON, Receiver.

### Concerning Money Matters.

The following letter from Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, will be read with interest, inasmuch as Mr. Foster's work brings him in close touch with business men throughout the entire country, and enables him to speak with authority.

NASHVILLE, TENN., Oct. 31.—Editor HARDWOOD RECORD: In my general travels throughout the operating ends of the hardwood production I note there appears to be fear as to the ability of the sawmill men to be able to continue business, owing to the stringent rules adopted by the banks and placed in effect by order of the clearing house committees.

In every city the trust companies have demanded thirty to ninety days' notice for the withdrawal of all funds, which does not affect

by private individuals and in small amounts. Every few years this plan has been put into effect owing to the fear of a rush for the withdrawal of funds and the laws which protect the trust companies are very effective, as by the time the notices become due for withdrawal a better feeling exists—confidence in the minds of the people—and they do not then take advantage of their legal right to withdraw funds, but let them remain at the interest-bearing rates which obtain.

However, in the larger cities where cash is needed for payrolls arrangements have been satisfactorily made whereby the cash is being advanced by operators and the payrolls will be met just the same as before this financial flurry.

It is not always the banks which give assistance to operators, but available cash is at all times obtained by those who have large payrolls to be met weekly. Firms which could not obtain cash from banks for payroll purposes in certain sections have resorted to the payment of their salary lists by checks, which causes more clerical work, but no other inconvenience and no cessation of the regular line of work. This assists operators largely in the promotion of their work throughout the hardwood sections. However, the smaller or weaker men financially, who have been depending upon the banks for loans, whose paper has been coming due during this financial flurry, have been caught badly and a great many of this class have been forced to close their plants. I should say that of small producers a large percentage will go out of business until they can obtain financial help, but the larger operators seem to be able to get funds which will allow them to continue to ship to their regular trade as in the past, and a continuation of consumption, which demands this condition, will be successfully met.—LEWIS FOSTER.

### Who Makes Dowels.

The American representative of a well known lumber concern of Leeds, England, writes the RECORD requesting a list of manufacturers of dowels. He has been supplied with a few names, and anyone else interested in the inquiry should address this office and will be placed in communication with him. Editor.

## News Miscellany.

### A Prosperous Indiana Concern.

The Montgomery Hardwood Lumber Company, Inc., of Crawfordsville, Ind., is putting out a very excellent line of hardwoods. It has recently been reorganized and E. A. Sterzik, formerly engaged in the manufacture of furniture at Edinburg, Ind., is president; Charles Hammond, for more than twenty-five years with Henry Maley of Edinburg, is treasurer, and H. M. Scholler is secretary. The company has large timber holdings in Indiana and makes a specialty of plain and quartered white oak, hickory and walnut. It aims to keep about 1,000,000 feet of dry lumber on sticks in its Crawfordsville yard.

### Foreigners to Establish Walnut Mill.

One of the largest walnut importing houses in Germany has closed a deal to establish a large mill and yard in the Millcreek Valley, near Cincinnati. The mill will be located in a portion of the Ross tract, near St. Bernard. A. Heidt, A. Euler and Alex. Schmidt, agents of the Hamburg house of Theodor Francke Erben,

### Blind Rollers.

Correspondents in Europe asking what wood is used in this country for making blind rollers and broom handles. If you can give us this information you will greatly oblige.—T. B. A.

The writer has been supplied with information regarding the manufacture of broom handles, but if someone interested in the manufacture of blind rollers will communicate with this office, giving reply to above inquiry regarding material from which they are made, and any other points of interest along that line, it will be appreciated. Editor.

### More About Australian Ash.

The HARDWOOD RECORD has received several inquiries regarding an item published some time ago concerning Australian "ash," and has written to the United States consul at Sydney, asking him to explain the exact kind of wood referred to in his report, from which the item was taken. He replies as follows:

SYDNEY, NEW SOUTH WALES, Sept. 29.—Editor HARDWOOD RECORD: Yours of July 16, answering mine of May 23, with a clipping from your publication, is received. The article is substantially correct; "mountain ash" is not ash as we understand the word in America. It is a different timber altogether; it is really a species of the eucalyptus, and is put down in the books as "eucalyptus obliqua" and is of the stringy bark species. Another mountain ash is known as "eucalyptus Sideriana" and it is this latter species that is used for tool handles. There is a third tree which goes by the name of mountain ash—"eucalyptus vergata," which is said to be the best local timber.

A test has been made of these woods and the average weight for nine specimens was 35 pounds to the cubic foot. The modulus of rupture in pounds per square inch was 16,000, coefficient of elasticity, 1,900,000. The specimens used in this case had been dried and seasoned for a period of three years. Mountain ash is not used extensively, not being kept for sale in the principal lumber yards. The forest to which you referred, containing an area of 72,500 acres, is mountainous and not at present reached by railway, and you might say not available. I send you herewith a short description of the principal timbers of New South Wales. ORLANDO H. BAKER, American Consul.

have completed the arrangements. The property lies between the tracks of the Norfolk & Western, Big Four and B. & O. The lease is for fifteen years, with privilege of purchase. Plans have been made for a mill with a capacity of 13,000 feet. An office building will also be erected. The company has not been able to secure a sufficient supply of black walnut through its agents in this country of late, so decided to go into business here on its own account. The Francke Lumber Company will be formed to carry on the operation. Timber tracts will be purchased and the logs shipped to Cincinnati.

### Building Operations for October.

Although building and construction throughout the United States has been exceedingly brisk during several years past and has set a very high record, this volume is nearly maintained at present, as indicated by a comparison of the past month with October, 1906. Official building reports from some fifty leading cities throughout the country received by The American Contractor, Chicago, show that building

# HARDWOOD RECORD

A. M. F. 1917

ping facilities at their command and ample land model shop for the building of Mershon band re-

practically what must be provided for, or the

are placed so as to be properly lighted.

All the machinery is electrically driven and the shop is equipped with modern tools throughout, including Brown & Sharp milling machines, Norton grinding machinery for grinding the spindles of the resaws, as well as special grind-

equipped with a smoke consumer, so there is rarely any more smoke seen coming out of the chimney than is shown in the photograph.



INTERIOR MACHINE SHOP PLANT WM. B. MERSHON & CO. SAGINAW, MICH.

factory of the plant is contained in the other is located in the east end of that portion of the building which is the left of one of the mills. The drawing rooms are located on the second floor. Adjacent to the office and separated by hallways to eliminate the noise and dust from the office is the machine shop proper, a portion, interior view of which, also accompanies this article.

The shop proper is 160 feet in length, followed by two storage rooms measuring 100 feet in length. Beyond the store room is the new power plant, 75 feet square, in which are installed an Albaschmies Corliss engine and a Barock generator. An L 750 by 100 feet serves as additional storage room for patterns and finished machines, as well as for a photo-

grapher for making pictures of the shop.

On one side of the shop are the tool racks and switches, and two lines of drawers, on the other side are spacious lawns on which land-sawing is being done, has been attempted in a road cut way. It is Mr. Mershon's idea that the outside of a shop should convey some idea of the methodical and neat housekeeping which is carried on within, and with true consistency he has formed a model home for the maintenance of his ideal sawing machinery.

Cuts of American maple, birch or oakwood have been furnished to Manila and other tropical trees. They are impervious to the inroads of certain insects and will withstand climatic conditions.



BROADSIDE VIEW PLANT OF WM. B. MERSHON & CO. SAGINAW, MICH.

	1906.		
27	89,920	57	
27	279,374	58	
61,000	193,510	57	
1,000,000	5,219,900		
1,000,000	1,088,757	200	
2,000	243,280		
2,000	25,200		
578,810	565,424	2	
1,222,100	1,516,800	20	
92,000	243,475	33	
872	246,282		
8,000	80,200	22	
20,700	300,655	41	
104,000	571,176	11	
701,710	761,700	25	
80,000	40,565	113	
2,171	278,920	4	
1,200,000	1,859,267	44	
220,000	1,264,947		
27,110	826,720	12	
281,800	211,000		
11,000	52,300	42	
30,000	136,084	100	
80,000	28,000	11	
100,000	50,148	26	
30,000	258,086	20	
6,800,000	3,834,765	66	
4,000,000	6,298,768	25	
1,500,000	1,513,755	4	
2,000,000	11,557,258	9	
700,000	1,140	36	
1,700,000	4,379,600	70	
12,000	51,466	144	
108,000	1,107,331	96	
100,000	15,495	9	
700,000	116,875	23	
1,000,000	1,929,879	4	
8,000,000	82,485	1	
1,280,000	2,853,976	74	
1,013,922	751,204	75	
1,000,000	6,046,369	48	
20,000	214,070	16	
20,000	328,345	81	
7,000	66,509	12	
651,002	270,722	140	
22,000	48,000	22	
50,000	74,866	82	
20,000	264,305	24	
200,917	122,915	127	
199,000	107,903	86	
847,748,192	84,000,000	18	



### Opens New Sales Office.

M. C. Keating, formerly connected with the Bacon, North Hardwood Company of Memphis, has recently accepted a position with the Russell Wheel and Foundry Company of Detroit. He will maintain office headquarters at 310 Randolph building, Memphis and export the well known cogging machinery and cogging cut equipment manufactured by the latter house in the territory contiguous to that city.

Mr. Keating, who has many friends among the lumber trade who wish him success, is particularly well adapted to his new line of work.

### Lumbering in Borneo.

A lumber company in Virginia recently made inquiry of the United States consul in Sandakan, Borneo, regarding the woods of that island. His reply may prove interesting to others as well.

Oak is not found in any part of Borneo, but several Borneo woods are known in European markets as "Borneo oak," "Borneo mahogany," etc., because they somewhat resemble these woods. The export lumber trade from Borneo is principally to China, about 25,000 cubic feet being exported yearly to European markets.

The principal hardwoods exported are bilian, mirabow, selangan batu, camphor and kruen. Two companies operate sawmills in Sandakan and are the principal timber exporters of British North Borneo.

Penagah wood is exclusively used for ship-building. Its export from British North Borneo is prohibited. It is not plentiful and grows on

the seashore. For the ribs of ships, stems, stern posts, etc., it is unequalled.

Camphor is one of the most plentiful woods in Borneo. It is largely used in China for house, wharf and ship building. When not exposed to the action of salt water the wood is very durable. Average weight is from sixty to sixty-five pounds per cubic foot.

Rungas is a very rare wood, greatly resembling rosewood. Supplies in quantities are not obtainable. It is impervious to the action of white ants. The sap of this tree is poisonous.

Bilian, or ironwood, which made the timber trade of British North Borneo, is practically indestructible, unless exposed to the action of salt water, but even then it will last for at least ten years, and is by far the most durable of Borneo woods. It is practically white ant proof. The weight of this timber is about eighty-five to eighty-eight pounds per cubic foot.

Kruen timber is similar to camphor, although generally considered to be inferior. It is used for the same purposes as camphor and is obtainable in very large quantities. The weight is sixty-five to sixty-eight pounds per cubic foot.

Obar sulu is of a reddish color and one of the serayah species, by no means plentiful. Unlike most unseasoned woods, it does not warp or shrink. The weight is forty-eight to fifty pounds per cubic foot.

Selangan kuning wood is principally used for piles and is not generally converted into lumber. It will last against teredo in salt water for at least six years. Selangan matcha is similar, but is not used in such quantities.

Selangan batu No. 1 timber is one of the best known here. It is largely used for wharf, bridge and ship building, its weight being some seventy-five pounds per cubic foot. Selangan batu No. 2 is a slightly inferior timber, generally used for the same purposes.

Greeting wood generally grows in mangrove swamps or in the immediate vicinity of salt or brackish water. The weight is seventy pounds per cubic foot.

Red serayah is one of the most common and best known woods in Borneo. It is of a bright reddish color, and is principally used in house building. It does not withstand the action of white ants and is of no use in salt water. Its weight is some forty pounds per cubic foot. There is a white variety of the serayah, being slightly heavier.

Mirabow is one of the heaviest, most durable and best known woods in Borneo. It is exported freely and used for carriage building and furniture. Its weight is eighty-five to eighty-eight pounds per cubic foot.

Russock wood is very difficult to obtain and could not be commercially exploited. The weight is seventy-five pounds per cubic foot.

Pinopok is a very rare wood, but little known to white men, and is of a dark-reddish color. Fairly large quantities have recently been discovered in the southeastern parts of British North Borneo.

The Valley Hardwood Company has been incorporated at St. Louis, with a capital stock of \$150,000 fully paid in. J. H. Byrd is the chief stockholder.

## The Lumber Trust.

By Van B. Perrine.

We hear so much about trusts nowadays—Ice and Coal and Steel,  
And how they grind the people down; how mighty mean we feel  
To think that we are living, in this year of nineteen seven,  
Where the fellow who runs any kind of biz hasn't a show for  
heaven.

Though oil now costs about a third of the price of that of years  
ago,  
And you can travel now at half the price, and don't go near as  
slow;

But the thing that really hurts us, tell it here I must,  
This talk about a lumber combine—some sort of a lumber trust.

Years ago the timber cost some fifty on the stump,  
This is cents, not dollars at all, and cheaper by the lump.  
But now it costs some twenty odd, in dollars large and round,  
And this is for a thousand feet, and not all's on the ground.  
And then it takes another ten to get it through your mill,  
Adding these two together 'twill make—a thirty dollar bill.  
So when these fellows are figuring, we hope and even trust  
They'll know just what they're talking, and what they're going  
to bust.

If you are out here in Indiana running the sawmill biz,  
And buying mostly from farmers, whose prices on everything's  
"riz,"

If you have to feed your horses (the ones that haul your trees)—  
Corn here costs some seventy cents, and all your profits squeeze,  
For oats the price is out of sight, and hay at twenty per ton,  
Keeps you guessing whether to quit or still keep on and run.  
Labor is high and mighty scarce, so most anyone can see  
Who and what is the lumber trust, if lumber trust there be.

South the things don't cost so much, at least that's what they say,  
But still the prices down that way seem fairly high for hay,  
And oats, I've noticed 's about the same, and when it comes to  
corn,  
They need it all for whiskey there, for guests and natives born.

There's something about the water, when you take it in your  
mouth,

That needs a lot of mixing, when you're drinking it down South  
So when you begin to figure, and figure the cause you must,  
It seems that corn is one of the things to do with the lumber trust.

Down South the timber costs much less when standing all around,  
But then it costs a heap sight more to get it off the ground,  
And to get it to your sawmill, if you get it there at all,  
Depends much on the weather, and how much rain will fall.  
So, figuring all conditions, if you put them down right fair,  
Things up here are about the same as they figure out down there.  
So these fellows should consult the weather before they begin to  
bust,

As it seems the weather's another thing to consider in the trust.

I'm trying hard herein to show "Busters" from here and there,  
Who are going right after the lumber trust, to lay its records bare,  
Where they had better look for cause (the effect they seem to  
know);

If they'll only read the lines herein they'll know just where to go.  
They will want to see the farmer, who sells all kinds of feed,  
And the man who owns the timber land, he also should be  
"treed,"

The fellow whose wages have been raised, they'll want to see him,  
too,  
And then the banks that loan the cash they should also interview.

And the man who distills the corn, they should bring him to the  
bar,

As well as the fellow who drinks it, be he living near or far.  
But after thinking the matter over, I believe they really order  
Let both of these fellows off, and instead, indict the water.  
And the chap who buys so many oats for making breakfast foods,  
Punish most severely for putting sawdust in his goods.  
Then if it still be possible that there is a lumber trust,  
We want to know it mighty quick, so's to join before we bust.



## HARDWOOD RECORD

### Miscellaneous Notes.

The Bogota Vista Veneer Company has been incorporated at Des Arc, Ark. with a capital of \$10,000. Herman Remunder is president.

The Panama Hardwood Company has been incorporated at Portland, Ore. to deal in wood and timber. It is capitalized at \$100,000.

One of the largest timber deals consummated in California in a long time is the purchase of E. H. Hartman of the timber and sawmills of the Alston Lumber Company of Mendocino county. The Hartman railroad lines in Mexico have imported ties from Japan, steel rails from Spain and Belgium, coal for locomotives from Australia, grading machinery from Germany and shippers from many countries. All these nationalities have worked side by side with Yucatan Indians without friction. The new road runs from Guaymas to Guadalajara, connecting there with the Mexican Central. It is planned to extend the road down the coast to Tehuantepec, 1,500 miles farther.

Fire recently destroyed the handle factory and moulding mill of G. W. Patton at Brewer, Me.

The Rice Lake Lumber Company of Rice Lake, Wis., has ceased operations as far as conifers are concerned and will henceforth confine the work solely to hardwoods. A shingle mill will be run in connection with the planing mill. Two heavy purchases of timber have recently been made, which will keep the mills in operation for some years.

The Milton-Peter Manufacturing Company of New Albany, Ind., has removed to Louisville and will begin the erection of a lumber products factory at once. About thirty men will be employed. They have purchased land on the Southern Railway at Sixth street and Mix avenue.

Lawrence Blair of Lancaster, O., is establishing a factory which will be devoted to cabinet work, the manufacture of mantels, hardwood flooring, fixtures, etc.

The Gigax Ladder Works at Archbold, O., has

history of the plant. New machinery is being installed.

The Etacuaro Ranch near Morelia, Mex., will furnish the oak ties for the new railroad of the Mexican Milling & Transportation Company. The ranch contains some 17,000 acres, heavily wooded with oak and mezquite. A sawmill is being erected thereon with a capacity of 100,000 board feet of lumber per day.

E. O. Faulkner of the Atchison, Topeka & Santa Fe has signed a contract with the Hawaiian Mahogany Lumber Company for 90,000,000 feet of ohia railroad ties to be shipped from Hilo, Hawaii, within five years. This wood is considered very desirable for ties, and the railroad will have to pay a goodly sum to obtain them.

The Fee-Crayton Hardwood Company is moving into its new office building on its mill tract just north of Newport, Ark.

The Browne-Morse Company, an organization of Muskegon (Mich.) business men, has just taken possession of a factory for manufacturing filing cases, cabinets, etc. The company is capitalized at \$50,000.

P. H. Boland and John M. Boland have sold a large tract of hardwood timber land located in Florence county, Michigan, to the A. W. Miller & Sons Lumber Company of Florence.

A cargo of 65,000 ties for the Atchison, Topeka & Santa Fe has arrived at the port of Redondo, Cal., from Japan.

The G. C. Kuhlman Car Company of Chicago has recently completed some handsome cars for the Kenosha (Wis.) electric railroad. They are finished in Honduras mahogany, with poplar ceilings, tinted Nile green.

Ten years from now there will be a good harvest of railroad ties in Kosciusko county, Indiana; small trees to the number of 8,000 were unloaded at Claypool recently and set out on a neighboring farm belonging to Ivan Tucker. This sort of enterprise is to be recommended to farmers all over the country.

Brennan, daughter of Mr. and Mrs. Edward Henry Brennan of Wilmington, Del. Mr. and Mrs. Kirby will be at home after Jan. 1 at 1013 Ridge Row, Scranton. The Record adds its congratulations to those of Mr. Kirby's numerous other friends. The writer has insisted for a long time that Mr. Kirby would eventually make a husband for some good girl.

The meeting of the National Hickory Association, which was called for Nov. 1, has of necessity been postponed. However, it will be held within a short time and due notice of it will be given in these columns.

Frank E. Miller, the Nashville representative of W. E. Kelley & Co. of Chicago, was married at that city Oct. 22 to Miss Matilda Watkins. The ceremony was performed at the home of the bride's parents. The bride and groom left for a trip to eastern cities and will be at home in Nashville after Nov. 1.

Cards are out for the wedding of Miss Pearl Evelyn White, daughter of Mr. and Mrs. William H. White of Boyne City, Mich., and J. Ralph Aldendfer, to be held Tuesday evening, Nov. 12, in that city.

The many friends of J. D. R. Steven of Eau Claire will be pleased to hear of his marriage to Miss Merle Pickford at Madison, Wis., Oct. 16. The couple is now taking a wedding trip through the eastern states. Mr. Steven is well known to the trade, being president of the Steven & Jarvis Lumber Company of Eau Claire and vice president of the Davis & Starr Lumber Company of the same city. William J. Walsh, salesman and buyer for the former company, is holding down the big desk during Mr. Steven's absence. He is sending out that big signature of

but although "Bill" is hard to beat around the office, it's hard to keep him from running after

James Crowell, dealer in hardwood lumber and flooring at Newark, N. J., announces that he has purchased the entire stock of the E. P. Backus Lumber Company and will continue the same lines heretofore carried by both concerns.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, has issued a neat little booklet containing a list of officers, committees, members, etc., with the constitution and bylaws of his association, which will be mailed to anyone interested.

W. F. Strangways, president of the P & S Lumber Company of St. Francis, Ark., spent several days in Chicago recently and favored the Record with several pleasant calls.

J. V. Stimson, one of the best known and most popular members of the Indiana lumber contingent, was in Chicago last week calling on friends.

A meeting of the Board of Managers of the National Hardwood Lumber Association has been called at the offices of the association in this city on Tuesday, Dec. 3.

W. H. White of Boyne City, Mich., president of the W. H. White Company, has been spending a few days in the city this week, as has also W. L. Martin, secretary of the company.

Among the callers on the Chicago trade the last few days was W. D. Young of Bay City, Mich. Mr. Young has recently returned from Europe.

The Rittenhouse & Embree Company has reduced its working time one hour a day since the first of the month, and is curtailing production somewhat, as is their regular custom at this time of year, when building operations are less active than at other seasons.

Walter Winchester of Winchester & Daniels, Grand Rapids, Mich., visited the Chicago market last week. Other prominent visitors were Thomas Friant of White & Friant, Grand Rapids; H. I. Latimer of the Foster-Latimer Company, Mellen, Wis., and J. J. Foster of Greenville, Mich.

W. O. King of the well-known hardwood house of the same name is back from an eastern trip which included a visit to the Jamestown Exposition.

The new plants of the Fred W. Black Lumber Company and the P. G. Dodge Lumber Company at Nashville, Tenn., are models of their kind. The former has just commenced sawing and for the present will make poplar veneers exclusively. The latter will start operations in a short time.

George D. Emery, accompanied by his wife, was in the city last week; they are making an extended western trip.

### Boston.

The West Lynn Company has been organized under Massachusetts laws to transact a general lumber business at Lynn, Mass. The property now occupied by W. R. and N. F. Forsyth, operating under the firm name of William Forsyth & Son, has been transferred to the new company.

The courts have been asked to appoint a receiver for the J. H. Butler Company, Pittsfield, Mass. The liabilities of this corporation are reported as about \$10,000. Several suits have been brought against this concern by the creditors, and others are expected. Officials of the company state that while there are no available funds to meet the liabilities now due, they have every reason to expect that sufficient funds will be available within a short time.

The National Hardwood Lumber Association recently issued its new rules of inspection, which will go into effect December 1. Some of the city exchanges have entered protest against these rules and others have endorsed the Massachusetts Wholesale Lumber Association, and them under advisement.

Charles D. Butler of the Berkshire Lumber

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

George W. Stoneman, the popular hardwood manufacturer of De Valls Bluff, Ark., has been a Chicago visitor during the last few days. Mr. Stoneman reports that his mill is running on full time and that his trade at both this plant and his Chicago yard is very satisfactory.

Carroll F. Sweet of Grand Rapids, Mich., accompanied by his wife, was in Chicago last week on a little pleasure trip.

The many friends of M. W. Hopkins of the Theodore Fathauer Company are extending their sincere sympathy over the loss of his aged father, who died at La Grange last Thursday from pneumonia.

Mr. Tuttle of the Cypress Lumber Company, Cincinnati, was a Chicago visitor on Thursday.

Eugene B. Nettleton of the West Florida Hardwood Company, Marysville, Fla., was a caller at the Record office on Friday last.

E. L. Edwards, the enterprising hardwood man of Dayton and Cincinnati, was a caller on the local trade during the last few days.

Robert H. Jenks of the Robert H. Jenks Lumber Company, Cleveland, who has been indisposed for some time, resorted to a surgical operation for internal abscesses last Tuesday at a Cleveland hospital. Latest advices report that Mr. Jenks is doing well and is on the road to recovery. His host of friends will deplore his illness and anxiously await his complete restoration to health.

The Record is in receipt of announcement cards of the marriage on Monday, Nov. 4, of Ferdinand A. Kirby, the popular and efficient sales manager of the Cherry River Boom & Lumber Company, Scranton, Pa., to Florence



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*Journal of Interpersonal Violence* 26(10) 1978-1997  
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New York.

Y. H. F. is grateful to the National Science Foundation (NSF) for support of this work under Grant Number NSF-44409.

... the land  
... 1844 Dodge, C. A.  
... the land

the 1990s, the number of people who have been found guilty of sexual offenses has increased by 100%.

lebs and Smith companies, creditors to the ex-

As a result, the company's operating income was \$400,000, and its net income was \$300,000. The company's operating income was \$400,000, and its net income was \$300,000.

The action was taken as a logical means of meeting the financial situation, conserving the interests of customers, creditors, and stock-

holders, and the receivers will continue the process on November 14, in the Circuit Court

of the United States, Federal building, Brooklyn, arguments will be heard as to why receivership should not be continued during the pend-

ency of the suit of the creditors against the firm, W. E. Uptegrove & Bro. have been promi-

ment in the hardwood trade of the metropolitan district and in manufacturing in the South for

and Kent streets, Brooklyn, being one of the largest in the district. While formerly built of wood, the modern ones are of brick.

representation and Edward J. Behrens will look after their interests in the local market, making

his headquarters at the St. Paul hotel, Sixtieth street and Columbus avenue, Manhattan.

Broadway, has just returned from a business trip south.

S. F. Minter, wholesale hardwoods, 1 Broadway, is just back from a week's visit among the southern hardwood mills.

H. D. Billmeyer of the Billmeyer Lumber Company, Cumberland, Md., large producers of lumber, shingles and mill stuff, went on a

heavy oak timber and bill stud, spent a few days here on his way to New England on business trip. He reports trade good in his

line and looks for a specially active trade among the shipbuilders, etc., during the next year in view of the large demand for cargo

wise vessels to replace sixty-odd which were destroyed on the coast last year.

I. W. Warner of the Coppock-Warner Lumber Company, Philadelphia, is renewing acquaintances in the trade this week. He reports trade

C. W. Manning, 66 Broad street, was a visitor.

among the southern veneer and panel mills in the interest of that branch of his business.

Philadelphia.  
C. H. Turner, president of the Newbern Lun

ber Company, Newbern, N. C., and Thomas V. Fry, secretary of the Charles F. Luehrman Hardware & Lumber Company, St. Louis, are



years ago while on a visit to his sister. Dr. Mary Davis Ridgway of this city.

Ashtel W. Watson, a lumber dealer of Newton Pa., died suddenly at his home on October 27, of acute indigestion. Besides being in the lumber business, Mr. Watson is said to have been largely interested in coal lands in West Virginia.

William H. Burkhardt, a manufacturer of cedar tanks, died of apoplexy at his home, 1441 North Seventeenth street, on November 1. He was seventy years of age.

The first meeting of creditors of the Strong Lumber Company at the request of the receiver, Charles H. Thompson, was held on October 30 at 2 p. m. in the office of J. Howard Reber, attorney for the receiver. The meeting was attended personally by quite a large number of creditors, while others were represented by their attorneys. Harry I. Soble of Soble Bros. was unanimously elected chairman of the meeting. After considerable discussion in regard to some of the assets, and numerous interrogations concerning various bills payable, etc., it was evident that definite information could not be given at this early date, consequently Attorney George W. Carr, representing some of the creditors, moved that a committee of four creditors be appointed, with the chairman of the meeting acting as the ex officio member, for the purpose of conferring with the receiver and making an examination of the books, then, after interrogating the officers of the insolvent company with reference to any transaction which, in the judgment of the committee, requires inspection, reporting the result to the creditors. The committee is further authorized, should it be thought advisable, to call a meeting of the creditors, also to employ expert accountants to examine the books of the Sand Rumberger Lumber Company. The committee will be composed of Harry I. Soble of Soble Bros., James Strong of the Strong Lumber Company, Hugh Melvain of J. Gibson Melvain & Co., E. B. Harman and Francis Chapman.

#### Baltimore.

Stirred up over the advance in ocean freight rates after January 1, 1908, notice of which has been given by various trans-Atlantic steamship lines, lumber exporters from Philadelphia, Baltimore and Norfolk held a meeting here on Wednesday, October 23, to devise ways and means of combating the increase. The latter ranges from five to thirty per cent, the wide margin being predicated on the size of the lumber to be exported and the port from which it is sent, Newport News, it is said, bearing the heaviest burden in the advance. The situation was extensively discussed, the opinion being expressed that the new rates are in effect prohibitory, and that the exporters could not continue to forward stocks by way of the ports in which the rates are operative. It was decided that the exporters should not accept the new rates, in fact, could not, if business through the Atlantic ports is to move with any freedom. A resolution was adopted providing that a committee of seven be appointed with power to make 1908 contracts for lumber and logs with steamship companies from Atlantic ports to United Kingdom and continental ports at rates not exceeding 1907 contract rates, traffic to move through the ports having the lowest freight rates. The committee appointed was composed of M. S. Baer, chairman; H. L. Bowman, E. E. Price, W. E. Weakley, Richard W. Price, George M. Spiegle of Philadelphia and John L. Alcock. The exporters pointed out that the Atlantic ports were being discriminated against by the action of the steamship lines, as New Orleans, which is a large export point for lumber, will not have to pay any advance over the rates of the current year, and thus gains an important advantage unless the steamship companies can be induced to rescind their decision.

The exporters had not counted on meeting the steamship representatives for perhaps a week or longer, but a representative of the lines

at the meeting suggested that a conference might be arranged for the following day, and this was done, those interested meeting in the office of the Robert Ramsay Company. There were present three or four members of the committee and Robert Ramsay of the Johnston line and H. C. Blackston of the Furness-Withy Company of Newport News. The situation was again discussed, and the steamship men maintained that the higher rates were made necessary by the increased cost of running the vessels as a result chiefly of the advance in coal and the price of labor. No final decision was reached, the steamship men promising to submit the claims of the exporters to their respective companies and later advise the other side in the controversy of the best terms that can be granted.

Meanwhile Secretary E. M. Terry of the National Lumber Exporters' Association, who also acted as secretary for the meeting, is communicating with exporters in sympathy with the movement, to inform them of the action taken and requesting their authority to close contracts for them in accordance with the resolutions. It is believed that by acting together sufficient pressure can be brought to bear on the steamship lines to prevent the proposed advance in rates.

The hardwood section of the Baltimore Lumber Exchange held a meeting on Monday, October 28, to take action on the invitation received from the New York Lumber Trade Association to send delegates to a conference under the auspices of that organization to protest against the new inspection rules adopted by the National Hardwood Lumber Association. Mention has been made before of the fact that much dissatisfaction was aroused over the new rules which were adopted at the last meeting of the National Association at Atlantic City, especially among the exporters, who feel that the whole question of reaching an agreement with the foreign buyers relative to the question of grades has been thrown into confusion because of the numerous changes made. A complete understanding was about reached, the foreign buyers conceding most of the points contended, but the new rules called for such a change in the attitude of the exporters as to reopen the entire matter. The exporters contend that if they are to buy according to the new rules they must also be able to sell according to them, as it is here that the hitch comes in. Accordingly, not a few hardwood dealers in the East feel that their interests have been sacrificed to those of the manufacturers, and this sentiment inspired the movement inaugurated by the New York association. The question was discussed in all its bearings, and in conclusion the section adopted a resolution declining to send representatives to the meeting, which has been fixed for November 12. It was furthermore declared to be the sense of the section that the latter should support the National Hardwood Lumber Association, and no doubt is entertained that the decision will be indorsed by the exchange, so that no aid for the protestants can be expected from the Baltimore hardwood men.

After extensive additions and improvements, the Eddy Lake Cypress Company's plant at Eddy Lake, S. C., has been put in operation again and is now being run to the limit of its capacity. The improvements include a band saw, new dry kilns, requisite shedding, docks, etc., and the extension of a standard gauge railroad to the mill and beyond. The dry kilns have a capacity of 60,000 feet of pine besides the cypress, of which latter wood large quantities are being produced.

According to a report from Abingdon, Va., Mr. Campbell of Marlon, Va., and his associates have sold the timber rights on 36,000 acres of land in Washington county, Virginia, to D. E. Nottley & Co. of Pennsylvania for \$592,000. The land is about twelve miles north of Abingdon in the Mockers Gap section, and contains some of the finest timber in the state. The purchaser, so a report says, will

establish three band mills and conduct lumbering operations on a large scale. A railroad is also to be built to intersect the Norfolk & Western at Abingdon or Saltville.

The building of the Cumberland Sash and Door Company at Cumberland, Md., narrowly escaped destruction by fire of incendiary origin on the night of October 31. Prompt work on the part of the firemen limited the damage to several thousand dollars, which is covered by insurance. This was the sixth fire of a suspicious character within a few weeks. Less than two weeks ago the plant of the Potomac Planing Mill Company was destroyed. The machinery had been sold to the Cumberland company.

Frank A. Sauer, a cooper, will erect a barrel factory at the southeast corner of Bank and Spring streets, this city. The building will be 76.6x110 feet.

The Headington & Pfeil Furniture Manufacturing Company of Canton, in the eastern section of the city, has gone into the hands of Receivers William Headington and Robert H. Smith. The company was organized not long after the great fire in 1904, Mr. Headington having been a member of the firm of Hall & Headington, furniture dealers. Stringency in the money market and consequent inability to meet obligations was given as the reason for seeking a receivership. The company consented to the proceeding.

The Elk River Land and Timber Company has been incorporated with a capital stock of \$100,000 and headquarters at Elkins, W. Va. The incorporators are W. H. Cobb and J. F. Strader of Elkins, H. Yokum Beverly, E. Elihu Hutton and Wirt C. Ward of Huttonsville, W. Va.

#### Pittsburg.

The Interior Lumber Company has strengthened its force by the addition of W. H. Ward, one of the best known salesmen from Michigan who ever struck the Smoky City. He has been prominently identified with several large white pine concerns for years and is regarded as an expert in that line, which is the Interior's specialty.

W. E. McMillan, who barely escaped with his life from the Pennsylvania wreck at Harrisburg three years ago, is once more fairly in the harness at the head of the W. E. McMillan Lumber Company, Inc., which has taken permanent quarters in the Schmidt Building in Fifth avenue. The company will be chiefly a hardwood concern and is cutting over 25,000 feet a day at its plant near Elkins, W. Va. Mr. McMillan is a hard worker and a good mixer and he has shown himself to be a clever judge of lumber and a good all-round salesman. His success is assured.

The Cheat River Lumber Company has taken some good orders lately in chestnut. It sees things with a conservative eye, but finds the general demand for lumber, especially from the smaller towns, better than one month ago. This concern is well fortified with good stocks both at its own mill and at the plants where it has connections. R. E. Chapin, who is now located in Pittsburg all the time, is driving ahead into the fall trade in a way that should bring results.

H. Wilson of the old firm of J. I. M. Wilson & Co. is doing a good business in poles and ties this month. He reports a decidedly better call for stock from the trolley and telephone companies than one month ago. Chestnut poles are not in large stock, he says, and he is not experiencing much cutting in prices.

E. H. Shreiner, who has charge of the hardwood department of William Whitmer & Sons, Inc., in Pittsburg, is pounding away at probable customers and is bringing their signatures on to his order books with an encouraging frequency. In spruce and chestnut the Whitmers are doing a good fall business. Like other firms



lumber concerns, they are hampered considerably by the shortage of cars in West Virginia.

Also President J. N. Woodruff of the American Lumber & Manufacturing Company has taken to the South again and is said to be after big game this time. He returned only a short time ago from a long trip through the Southeast, where he clinched the American's hold upon the cottonwood trade by making some more large purchases of stock. The entire hardwood force of the American is busier than it has been for some time and the prices that are being received for good lumber are satisfactory.

A. A. Germain, secretary of the Germain Company of this city, and Miss Ann Corinne Holmes of Saginaw, Mich., were married Tuesday, November 5, in the Paulist Fathers' Cathedral in New York City. The affair was somewhat of a surprise to the groom's friends in lumber circles in Pittsburg. The couple will make a two weeks' trip to the Bermuda Islands and some of the southern cities before returning to Pittsburg to live permanently.

J. M. Hastings, president of the Hastings Lumber Company and the Davison Lumber Company of Nova Scotia, Can., has returned from quite an extended stay in the latter place. The Davison company has an enormous plant the largest single operation in the Dominion and is pushing its stock into the foreign market. Mr. Hastings is taking an active part in the discussions pertaining to the preservation of our forests and the reforestation of parts of Pennsylvania.

The Clay Schoppe Lumber Company had a splendid trade in October in mining stock. It is one of the leading distributors of oak in the Pittsburg market and is getting good prices. It also has been handling considerable cottonwood of late and is branching out some into the yellow pine trade.

The Newell Bros. Lumber Company is busy with its hardwood operation at Braucher, W. Va., where they are cutting about 30,000 feet a day. They have sufficient orders to take all the product of that plant from now until January 1. Mr. H. T. Newell has just returned from the South, where he reports quite a good deal better spirit prevailing than two weeks ago.

The Jamestown Lumber Company of Franklin, Pa., has finished cutting over 1,500,000 feet of hardwood and hemlock near Jamestown, Pa., and still has about 500,000 feet to saw. This is one of the last tracts of good timber left in that part of Pennsylvania.

Pittsburgers are much interested for personal reasons in two rival surveys which have lately been made in West Virginia for a road to run from Mill Creek to Webster Springs. One survey was made under the direction of W. A. Dromgold of York, Pa.; J. G. Hoffman of Wheeling, W. Va., and L. E. Shull of Mill Creek, W. Va. The other survey, which parallels the former, was made by agents of Col. Elihu Hutton, Wirt C. Ward and Floyd Stroder, who are said to be acting in the interest of the Western Maryland railroad, a Gould line. The proposed roads would tap a country wondrously rich in timber, much of which is held now by Pittsburg interests.

The Pittsburg Box Company has been organized under West Virginia laws with a capital of \$125,000 by the following well known capitalists: John W. Boileau, the coal expert of Pittsburg; John Herr, David C. Hechs, J. L. Sierbert, C. H. Bateman, R. H. Jackson, Thomas DeLancey and S. C. Milligan, all of Pittsburg. The company proposes to erect a box factory near Wheeling, W. Va. Another factory is to be erected near Martins Ferry, O., at Aetnaville, W. Va., by a party of investors whose identity is so far concealed. A site has been secured and it is reported that the American Steel & Wire Company has already contracted for a large part of the company's output.

L. C. Thompson, until lately president of the Auburn Lumber Company of Auburn, N. Y.,

has arranged to come into the Mead & Speer Company of this city December 1 as its vice president. Mr. Thompson has a host of friends among the lumbermen of Pennsylvania and West Virginia and his presence in their midst will be a welcome one. The Mead & Speer Company is strengthening its forces all along the line and is pushing operations hard at its plant at Strange Creek, W. Va., having cut out at Catlettsburg, Ky. It is now disposing of its machinery at the latter plant.

The hardwood department of the Whitmers in Pittsburg is rolling up a good lot of fall orders. Its best cards at present are spruce and chestnut, both of which are selling well and at good prices. The glass factories are taking a considerable quantity of the former wood. Manager W. P. Craig of the Whitmers has returned from his extended southern trip, on which he visited the Jamestown Exposition several days.

Manager S. A. Seaman of the C. P. Caughey Lumber Company is spending a few days in Washington and Greene counties, Pennsylvania, where his firm has two mills of its own and the output of four more. They are all cutting white oak, much of it being heavy timbers in which the company has a brisk trade.

The Nicola Lumber Company has been moving some of its fine Cleveland stocks pretty rapidly of late. The officials of the company are disposed to take a very hopeful view of the situation and to prophesy that when the financial troubles are over the country and the lumber business will be vastly better off.

Amel Holmes and M. J. Hanlin of Union City, Pa., have bought an old handle factory at that place and will at once remodel it for a chair factory. With the machinery that is left in the plant they can manufacture about 300 chairs per day. It is proposed to add largely to this machinery equipment in the spring and to bring up the capacity of the plant to 800 chairs per day.

January 1 will find the Miller Brothers Lumber Company well prepared to meet trade and all sorts of conditions in the lumber world. This firm, which got its charter but a few weeks ago, has been steadily rounding up stocks and making connections until it is very well equipped with all kinds and grades of lumber. Its heads are men thoroughly experienced in the lumber business and are not letting any chance slip to get away with desirable orders among their old friends.

### Buffalo.

The only change reported in this field is the dissolution of the recently formed Trotter-Koeln Lumber Company, H. T. Koeln retiring and H. T. Trotter continuing under the old name of the Trotter Lumber Company.

The lumber exchanges are still doing very little business, the older exchange not having met yet this season and the hardwood exchange meeting informally.

The business of Scatterd & Son is still hindered by the slow movement of cars at Memphis, which makes the firm's mills run slowly. The local yard is doing its usual business, not depending on Memphis lumber.

J. F. Knox has gone back to the mills of Beyer, Knox & Co. at Pascola, Mo., where he will remain awhile to look after the oak cut.

F. W. Vetter finds that trade is such that it is not easy to replace some of the wide poplar he has been selling, but is able to keep up a good assortment of other hardwoods. Poplar is not to be had in much quantity.

O. E. Yeager reports one of the best Octobers in the history of his trade. His local yard is always well stocked and there has been a steady movement of lumber to customers that did not come from the Buffalo yard.

Hugh McLean is out on the road again and the office is run without any of the heads present, as R. D. McLean is looking after the southern mills and Angus McLean, as usual, is in Canada.

A. Miller has a good-sized stock of all hardwoods, always being able to furnish such woods as elm and basswood, which is not always the case. Ash, he reports, is hard to keep in stock.

The Buffalo Hardwood Lumber Company is selling a large amount of oak this fall, which is its leading stock. Much time is given to the management of the furniture factories managed by the members of the company, the demand being fine.

I. N. Stewart & Bro. are still specializing in cherry, which is always a good seller, though of late the handling of oak has been made a close second in the business.

A. W. Kreinheder is hard at work on the southern mill problem of the Standard Hardwood Lumber Company, and in the meantime the home stock is spreading over into a new yard added recently.

T. Sullivan & Co. will bring down another cargo of ash and elm by lake this month and will then have a fine stock of these special woods. Washington fir is in good stock, but shipments from the coast now wait for freight cars.

G. Elias & Bro. are still extensive white pine dealers along with other specialties, having brought down a lake cargo a short time ago. The good building movement keeps the mills very active.

### Detroit.

Another effort is to be made, through the Detroit Board of Commerce, to better freight shipping facilities at Detroit. It has long been known that cities like Saginaw and Bay City, and even Toledo have better rates and better shipping facilities than Detroit. The Brownlee-Kelley Lumber Company and other prominent concerns here will take up the matter with the railroads soon. The building of the great Michigan Central tunnel under the Detroit River is expected to alleviate the trouble.

Just at present there is another shortage of cars in Michigan. Shippers in the state are complaining bitterly, and the Detroit wholesale dealers are faring just about as bad.

The wholesale hardwood firm known as the J. M. Clifford Lumber Company has been in the hands of a receiver for the last ten days, and he is now disposing of the stock.

J. C. McCaul, who was secretary to the late Senator Russell M. Alger, is dead at his home in Detroit. Mr. McCaul was a widely known Michigan lumberman.

The hardwood firm of Leech, Locke & Co., at Twentieth street and the railroad, has gone out of business. The expected profits were not forthcoming and the partners decided to dissolve.

The Thomas Forman Company and the Dwight Lumber Company are both doing a healthy business in hardwood flooring, the activity being a little better at this time than it has been for some time past.

Albert T. Allan, a local hardwood dealer, who has been very ill of typhoid pneumonia, has fully recovered and is back at his desk in the Majestic Building.

### Saginaw and Bay City.

The troubles that have affected the financial and stock markets in the East, as well as many industrial concerns, does not appear to have affected the lumber industry in the least. The dealers have had a steady and seasonable trade, the mills have been operated right along and prices maintained at the old figure. This is very satisfactory to the trade and the hope is indulged in that it will continue so. Stocks have moved along fairly well. The output this season will average up with that of last year, though the scarcity of labor, high wages and cost of supplies may exert a tendency on the part of operators to go along more conservatively the coming winter.

There is a world of timber north of Bay City



cut. The Gilchrist mill at Alpena has shut down and the firm has sent its crews into the woods.

Progress is rapid in the construction of the new W. D. Young & Co. plant and a factory is noted all along the line. It has long been a matter of remark that the Saginaw Valley cities have not done more to induce the establishment of hardwood industries having the timber resources and cheap fuel tributary to them. Instead of four maple flooring factories there should be a score making this section a center for the production of that commodity, just as Grand Rapids gained notoriety in exploiting its furniture industry. The handle business is just now active and a new factory is to be located at Mellenburg, north of Alpena. There is an inexhaustible supply of timber suitable for wooden specialties here.

At Onaway Gardner, Peterman & Co. have contracted to manufacture 35,000,000 feet of hardwood timber for other parties and they have been busy placing their plant in condition to tackle the job. They have buyers in Presque Isle and Cheboygan counties picking up beech and white birch timber.

There were 463,000,000 feet of hardwood lumber manufactured in eastern Michigan between Saginaw River and the Straits of Mackinac last year and hundreds of thousands of dollars' worth of timber is going to waste.

One of the largest manufacturers in the state said today that there will not be near as many logs put in this winter owing to scarcity of money, wages and cost of supplies. He further said that hardwood logs, taking the run of the tree, can be bought a little cheaper than a year ago.

Local mills and factories are doing the usual volume of business.

The Richardson Lumber Company has just started up its new hardwood mill, and it is said to be the most up-to-date sawmill in Michigan. It represents the highest type of construction. The plant has a full equipment of the M. Garland Company's sawmill machinery, and includes a 1907 model seven foot Morshon sawmill resaw.

### Grand Rapids.

The Grand Rapids, Holland & Chicago Railway Company will build a freight depot on Island street. Both interurban roads out of this city are building up a large through freight business in connection with the Chicago and Milwaukee boats.

Justus S. Stearns of Ludington was in the city for a few hours November 4, and the newspaper reporters, as usual, tried to get him to talk on politics. "It's all I can do to keep track of my business interests without getting into politics any," was his reply.

R. G. Peters of Manistee and A. F. Anderson, Cadillac, were in the city November 4.

J. C. Knox of Cadillac, secretary of the Michigan Hardwood Manufacturers' Association, is spending a few days in this city with his family.

W. S. Pullen is not cutting cherry and black walnut at his Allegan mill this season, but will make his usual cut of apple wood and will start operations in a few weeks.

Merritt Chandler of Onaway has been appointed chairman of the Committee on Public Lands and Reforestation in the constitutional convention now in session at Lansing. He is a pioneer in the reforestation movement, having worked with the legislature nearly twenty years ago for the passage of a bill to organize a fire warden's department and to create forest reserves of tax lands.

According to state papers the R. G. Peters Silt & Lumber Company of Manistee has plans for building an electric line from Manistee to Cadillac, using the roadbed of the Peters narrow-gauge line running from Manistee to Lake Mitchell west of Cadillac. The plans contemplate construction of a dam on Pine river, in

South Branch township, Wexford county, where power of the line will be generated.

The new plant of the Canadian Logging Tool Company, located at Sault Ste. Marie, is now in operation. Manager J. H. Bennett says that in the near future the company will manufacture its own canthook handles, which will mean an enlarged factory.

Prospects indicate light logging operations in portions of the upper peninsula this winter. A dispatch from Crystal Falls says: "With common labor at \$2.50 per day, cuts at 70 cents per bushel and hay at \$25 a ton, a jobber must have a big price for his work in the woods in order to come out ahead this year."

### Columbus.

The Cache Lumber Company, which has headquarters in this city, has acquired a large timber tract near Sedgwick, Ark. The tract contains 46,800 acres and it is estimated will cut about 334,000,000 feet of lumber and 1,500,000 ties. A large mill at Sedgwick was also purchased, and the work of developing the tract will be started soon. The company is now negotiating for adjoining property. The tract is rich in white and red oak, cypress, hickory and gum.

The long timbers for the new mill being erected by the Powell Lumber Company at its plant at 233 West Vine street arrived Monday from California, and it is expected that the mill will be in operation by the first of December. The mill will be used for remanufacturing timbers for construction work.

The W. M. Ritter Lumber Company has not curtailed production in the least. All the mills located in the various southern states are running full time and the prospects are that they will not be closed for some time, if at all.

The General Lumber Company, which operates several large mills near Ashland, Ky., recently purchased sixteen rafts of logs which floated down the Big Sandy river. The company is running its mills full time. Preparations are being made for placing an additional traveling salesman on the road about the first of the year. The company is busy filling a contract with the International Harvester Company, hardwoods being shipped to the various plants of the company at the rate of about a carload daily.

The Crosby & Beekley Company reports a marked improvement in the market during the past few weeks. "Prices are unchanged, but conditions are healthier and we believe the worst is over," said one member of the company.

Clarence G. McLaughlin, manager of the McLaughlin-Hoffman Lumber Company, spent several days in Chicago and the Northwest recently looking over the lumber situation. He speaks optimistically of the outlook.

Columbus hardwood dealers are much interested in the injunction granted by the courts of the Pacific Coast to prevent the transcontinental railroads from enforcing a higher rate on lumber. In case the new rate eventually prevails local dealers will be vitally affected.

### Indianapolis.

The A. C. Kies Lumber Company, owning two yards, one at Washington street and the Belt railroad, the other at Railroad avenue and Audubon road, has sold out to the Brannum-Keene Lumber Company. Deeds filed show that the consideration for the two plants was \$222,000.

Broom supplies and brooms will be manufactured by the Indiana Broom Company, organized here with \$25,000 capital stock by C. A. Patterson, Dr. E. C. Backfield and C. R. Loyd.

The local office of the American Lumber & Export Company, 514 State Life Building, has been closed.

A sawmill has been built and veneer machinery installed at the plant of the Andrews Cabinet Manufacturing Company, Huntington.

C. H. Barnaby's plant at Greencastle, the

largest hardwood and veneer mills in Indiana, had a narrow escape from destruction by fire on the night of October 28. In a railroad wreck a burning caboose rolled down an embankment into his yards and almost against one of his buildings. Prompt work by the fire department saved the plant and prevented loss.

The Indiana Screen & Manufacturing Company of this city has changed its name to the Indiana Bank Furniture & Manufacturing Company, the new name more nearly representing the nature of its business.

Dr. Thomas E. Will, secretary of the American Forestry Association, will deliver four lectures in Indiana this month and next. It is probable that the first one will be delivered at Marion, November 26, and the second on the following night at Anderson. These dates have not yet been settled definitely.

Tell City furniture factories are running with full forces once more after a shut-down of several months due to a strike. The strike is estimated to have cost Tell City about \$100,000 in loss of wages.

The Washington Handle Company has been organized and will locate at Newcastle, a booming little city about forty miles east of here. Tool handles will be manufactured. C. W. Mouch, J. T. Tyler and T. C. Maxwell are the directors and principal stockholders of the company, which has \$10,000 capital.

It is estimated that Indiana's supply of hardwoods will be exhausted in about twenty-four years, basing the estimate on the supposition that there are now 8,000,000,000 feet of hardwoods still standing, which are being cut at the rate of 30,000,000 feet yearly.

Improvements are being made at the plant of the Foster Lumber Company, St. Clair street and North Senate avenue.

The Kendallville Furniture Company, Peru, has increased its capital stock from \$56,000 to \$106,000, according to a notice filed with the secretary of state by F. E. Dickinson, president, and M. W. Black, secretary and treasurer.

### Bristol.

E. E. Bradley of Bay City, Mich., was in Bristol this week. After the death of his father, the late N. B. Bradley of Bay City, about a year ago, Mr. Bradley went to Michigan and is devoting his time to looking after the big estate left by the former. He is still president of the Bradley Lumber Company of Elizabethton, Carter county, Tenn., but announces that this company will probably sell all of its holdings here, including a big handmill at Elizabethton, timber lands, railroad, etc. For the past few months Nathan Bradley has been in charge of the property.

"Business is not by any means bad," said William S. Whiting of the Whiting Manufacturing Company of Abingdon, who was in the city on business this week. "Our mills made a good showing during October, and though we are encountering trouble on account of the car shortage, in common with other shippers, we feel that business is much improved and that the prospects are much brighter than for some time."

George E. Davis of George E. Davis & Co. has just returned from a trip in Virginia. Mr. Davis reports business brisk at the points he visited and the manufacturers all encouraged by the outlook.

E. V. Babcock of E. V. Babcock & Co., Pittsburg, has returned east after spending some time going over his company's east Tennessee properties. The company has large interests near Tellico Plains and operates extensively in other parts of this section.

J. P. Dunwoody of the Forest Lumber Company, Pittsburg, was a recent visitor in Virginia. Mr. Dunwoody's concern is now interested in local properties.

C. Bolce of the Bolce Lumber Company and Westmoreland Lumber Corporation, the former of Philadelphia and the latter of Richmond, Va., has returned from a visit to the east.



R. C. Smith, a prominent lumber manufacturer of Shawsville, Va., was in Bristol selling stock and looking over the local situation, last week.

A large party of congressmen, including Representatives T. W. Sims and Walter P. Brownlow of Tennessee; Senator James B. Frazier, also of Tennessee, and Senator Culbertson of North Carolina, accompanied by experts from the bureau of forestry, are spending the week going over the proposed Appalachian range in western North Carolina and east Tennessee. For years Congressman Brownlow has been seeking to have the government purchase a vast area of virgin timber land in that section to be used as a national park or forest reserve, at a cost of about \$25,000,000. The party was joined by Mr. Brownlow at Johnson City, last week, and left on a special train for Asheville, after spending a day in Bristol.

W. C. McCain of Neva, Tenn., a Johnson county lumber baron, was a visitor on the local market last week.

B. B. Burns of the Tug River Lumber Company took two days off last week and went to Scott county, Va., to hunt quail. He was joined there by M. N. Offutt, also of the Tug River Lumber Company.

Brown & English is the name of a new concern organized here by Maj. H. M. Brown and C. C. English, to deal in timber lands. The firm has offices in the Citizens' Bank Building and is said to be interesting eastern capitalists in lumber investments in this section.

Col. J. M. Barker, one of the wealthiest men in Bristol, is interested in a 30,000-acre timber deal in North Georgia and is now in that section in this connection. Details of the matter have not been announced.

Confirmation of the \$500,000 timber deal between Henry C. Stuart, J. C. Campbell and others reached Bristol this week. The tract was purchased by D. E. Notterly of Philadelphia and associates, and consists of about 50,000 acres of the richest virgin forest in southwest Virginia. It lies in the Clinch mountains, north of Brumley's Gap. The purchasers announce that they will begin the development of the property in the early spring and will build railroads, install circular and band mills, etc. The timber consists chiefly of oak, poplar, white pine and hemlock.

Fred K. Paxton of the Paxton-Lewis Lumber Company returned this week from a business trip in Virginia in the interests of his company. While away he visited the mills at Meadow View and reports business excellent.

Adams Bros. & Co. of this city have moved their offices from Sixth Street to the yards on Commonwealth Avenue.

W. Frank Kinsey of the Westmorland Lumber Corporation, Richmond, is spending some time here with his family. He will move to Richmond very shortly.

The Virginia & Southwestern has put into effect the new order advancing the minimum weight for lumber shipments in carload lots to 34,000 pounds. This was done over the protest of the lumbermen and is believed by them to be a subterfuge to advance freight rates.

### Cincinnati

The Cosmopolitan Bank & Trust Company of New Orleans, La., filed in the district court an intervening petition in the involuntary bankruptcy proceedings instituted against the Cypress Lumber Company et al. The intercessor holds a number of promissory notes made by the defendant. It is charged that the Cypress Lumber Company, subsequent to last May, in fraud of its creditors, abandoned its business, disposed of all its assets and resources, and now proposes to be possessed of neither resources nor credit; that for the purpose of putting the assets beyond the reach of the creditors it transferred them to the Cypress Lumber & Veneer Company of Kentucky, and the defendant companies, the Tuthill & Pattison Company and the Fincastr

Saw Mill Company, have for some time past been engaged in floating what is known as kiting paper, by which they have obtained from various banks over \$1,000,000, all of which is past due and unpaid. It is stated that the books of the Cypress Lumber Company are in possession of the Fourth National Bank of Cincinnati and are in danger of being lost or carried beyond the jurisdiction of the court. Another charge has been placed against the Cypress Lumber Company, which comes from the Aurora National Bank at Aurora, Ind. The bank had a paid-up capital stock of \$165,000, but was forced to close its doors owing to the fact that it was unable to secure the money loaned the Cypress Lumber Company some time ago. The amount loaned is said to have been \$50,000, which the lumber concern used to purchase some timber lands in the South. The lumber has all been cut and as the land is the only security the bank has for the loan they have taken charge of it.

William E. Delaney, general manager of the Kentucky Lumber Company, is looking after the interests of his concern at Williamsburg, Ky. He will stay there a short time and will then jump over to Burnside and attend to business connected with his position as president of the Burnside National Bank. He will be gone only a week.

Ralph McCracken, sales manager of the Kentucky Lumber Company, completed a big deal last week which calls for the shipment of twenty-five cars of oak timber across the water. The order came during one of the dullest seasons in the lumber trade, hence Mr. McCracken is wearing "the smile that won't come off." The mills of the company, located at Burnside and Williamsburg, Ky., are still idle and will not resume work until another heavy rain or a possible flood sweeps the valley and washes down some of the logs the company has ready. They have run eleven months straight, fourteen hours a day. The company has a large amount of dry timber on hand and are in the market for all grades of hardwoods.

The local concerns have a good volume of logs on hand, and there is not the remotest feeling that they will be compelled to close down their mills owing to their running out. The supply of lumber on hand here is not any too large, but the serious setback in trade in the present monetary troubles will allow the stocks to augment a great deal. During this season of the year trade is usually at its best and would be now but for the monetary situation. In fact, money is so scarce that little complaint is heard from dealers concerning the car shortage, which is undoubtedly due to the fact that little lumber is being shipped. The month of October was very good, as is evident from the following figures: The receipts of lumber during the month aggregated 8,430 cars, as compared with 5,635 cars last year. The shipments have been greater also. Shipments last month amounted to 5,643 cars, as compared with 4,001 last year. These figures will also show that the car shortage last year was a great deal worse than it is or has been up to this time this year.

E. M. Schantz of the E. M. Schantz Lumber Company, located in North Fairmount, is one of the busiest lumber dealers in inventions the queen city has known. He is as busy on machinery as Thomas J. Moffett and William A. Bennett are on club work and the general betterment of the city of Cincinnati. Just last week Mr. Schantz completed a fine piece of mechanism—an improvement on his electric measuring and labor-saving machine. His latest inspiration is the attachment of an automatic register to the measuring machine, which will register in the office of the concern, some two hundred feet away from the saws, every piece of lumber cut. The new appliance also indicates when its operator leaves the machine and just how long he is away from his duties. The invention already has saved Mr. Schantz several thousand dollars both in the cutting of lumber and in the saving

of labor. He has it in constant operation, and it has created much comment in manufacturing circles. All of the machinery of his plant is run by electricity. His firm deals in hardwoods principally, and is in the market for all grades. Previous to the setback in trade they were doing a large business, but they, too, have felt the falling off in the demand, as have all other local lumber dealers.

W. W. Reilley of the W. W. Reilley Lumber Company of Buffalo, N. Y., was in town last week looking over the hardwood situation. During his stay here he engaged in several trades of woods. He stated that the conditions in the East were somewhat disturbed owing to the inability of the local manufacturers and lumber dealers to secure the cash needed.

John Littleford, a brother of George Littleford of the Littleford Lumber Company, was here during the last fortnight and spent several days looking into business interests. He visited many of the local lumber concerns in company with his brother George.

Mrs. Thomas J. Moffett, wife of Thomas J. Moffett, the well-known and prosperous lumber merchant, is a rival of her husband as regards doing work to benefit the general public of Cincinnati. She has given her services to the University Settlement luncheons, which are being given for the benefit of the poor children of Cincinnati.

The Dayton Saw Mill & Lumber Company of Dayton, Ohio, has been incorporated with a capital stock of \$200,000. The incorporators are Stanley M. Krohn, Allen N. Reeder, Darlington G. Poste, John J. Hall, Barry S. Murphy and Edward T. Hall. The new concern will do business in the hardwood lines, and have a large tract of timber land in the South, where they will cut. The timber cut will be sent to Dayton to be sawed and placed on the market.

W. E. Sampson, who for years has been connected with the Globe-Wernicke Company, manufacturers of office furniture, has resigned his position to take that of general manager of the William B. Carpenter Company. His loss will be greatly felt by the Globe-Wernicke Company, and his addition to the Carpenter Company will be a gain to that concern.

The Kruse Show Case Company has been organized, with Henry Kruse as president. They will be located in the West End, where a building is being fitted out for their occupancy.

The J. A. Fay & Egan Company, manufacturers of woodworking machinery and reputed to be one of the largest concerns of its kind in the United States, has closed a contract with representatives of a company which controls the manufacture of telephones and telephone supplies in Europe for machinery costing more than \$25,000. The company is located in London, with headquarters at Stockholm and St. Petersburg. F. Hammersgol of London, Alfred Larsson of Stockholm, and E. O. Sandberg of St. Petersburg were here to close the deal. The Fay & Egan Company have been doing a good foreign trade for some time past, but this is the largest order taken from one individual firm so far. It will help to swell the account of the salesmen, who are striving very hard to exceed last year's mark in sales, so as to assure themselves of another dinner like this year's for their good work done.

The Maley, Thompson & Moffet Lumber Company, located in the West End, have a yoke of oxen at work near their plant drawing the logs out of the mill creek, which is about five hundred feet away. They are attracting much attention from passersby. The yoke has been engaged from a neighboring farmer and is among the few remaining around Cincinnati. The logs that the Maley, Thompson & Moffet Company are taking out of the creek and bottoms were floated there some time ago, when the creek was high. Through this thoughtfulness the company has saved thousands of dollars, while it is the only manufacturing concern to use the mill creek for commercial purposes.



## St. Louis.

Reports of the St. Louis Hardwood Lumber Company, which was organized with 11,000 shares during the month of October last year, show a very good business record for the month of October. The company's output for the month of October last year was 9,596 cars, against 8,924 cars last year. There was 281,000 feet shipped by river, against 191,000 feet during the month of October last year.

Incorporation papers for the Arcadia Timber Company were filed a few days ago. The company has a capital of \$200,000 and the officers are: A. Buder, O. E. Buder, Leo S. Buder, M. W. F. Buder, and Benjamin A. Suppan. The headquarters will be in St. Louis. The company will handle the product from 12,000 acres of timberland in Dunklin county, now the property of G. A. Buder, which will be transferred to the company as soon as the incorporation has been completed. Mr. Buder will be president and general manager of the company.

In speaking of the new organization says that the land is abundantly supplied with cypress, gum, ash and oak, and as the St. Louis market for such woods is now drawn from Arkansas, the proximity of this property he believes will insure a ready market for the manufactured product.

The falling off in building operations in St. Louis, a result of the financial depression and the difficulty of securing money for building projects, is reflected by the October building permits, which show a decrease of over 50 per cent. in October, 1906. The October showing is the poorest comparative one made by any month so far this year. The permits for the month aggregate \$1,284,000, as against \$2,850,000 for October, 1905, a difference of \$1,566,000.

The Bayer Bros. Sash & Door Company filed papers of incorporation a few days ago, with a capital stock of \$2,500, one-half paid. The object of the incorporation is to manufacture and deal in mill work, office fixtures, etc. The incorporators are George P. Whittington of Hot Springs, Ark.; Leo J. Bayer, Frank A. Bayer and August A. Bayer.

An office has been opened in Memphis, Tenn., by the Steel & Hibbard Lumber Company, with E. E. Williams, a well-known lumberman, in charge. J. M. Burgess, secretary of the Steel & Hibbard Lumber Company, who has been out on the road on a selling trip, booked some nice orders while away. He returned several days ago.

The office of the St. Louis Sash & Door Works has been moved to the new plant at the corner of Broadway and Debrahan streets, and the plant is in full operation. The bulk of the stock has been left at the old warehouse and will be sold from there. Part of the stock, however, has been removed to the new plant.

A good trade has been done by the Charles F. Loomis Hardwood Lumber Company the past few weeks. E. A. Luehmann, the vice-president of the company, reports. All kinds of stocks have been in demand, although oak and gum has had the best call. They have a well-stocked yard which contains a good supply of all the woods they deal in. While they have had a little delay in shipments on account of the car shortage, it has in no way interfered with receipts. This is one of the few companies that have been successful in getting their cars through. Mr. Luehmann reports that their plant at Marianna, Ark., has closed down for repairs and will not go into commission until the first of the year. Their new sheds, to replace those burned a few weeks ago, will be completed by the first of the year.

The leading hardwood lumbermen have been invited by the yellow pines to attend their annual meeting November 12 at the Washington Hotel. It has been suggested that the yellow pine and hardwood lumbermen unite and form a lumbermen's club, and at this meeting this matter will be discussed. Every one who has been spoken to on the subject seems to think

the two interests closer together.

E. W. Blumer, sales manager of the Lothman Cypress Company, left a few days ago for the mills of the company in the South and will be absent for a week or ten days.

Theodore Plummer, president of the Plummer Lumber Company, says the hardwood situation has shown little or no change during the last two weeks. While they are not busy, they have about all that they can comfortably attend to and they keep hustling for more.

The firm of Burben & Finley of Wellsville, Mo., will be succeeded by the International Screen Door Company, which is identified with the International Hardwood Lumber Company of St. Louis, of which H. Keown is at the head. Screen doors will be manufactured by the new management, as they were by the old. The plant will be enlarged by the new corporation and new buildings erected, making it the largest screen door factory in the state.

H. F. Hafner of the Hafner Manufacturing Company predicts an advance in millwork before long. He says that from a selling point the sash and door business is good, but there is a scarcity of stock at the factories which will make the advance in prices.

In spite of the reported dullness in the hardwood line, J. R. Massengale of the Massengale Lumber Company says they are busy. He is well satisfied with what business they are doing and will make no complaint if conditions continue as they are with his company.

George E. Cottrill, secretary of the American Hardwood Lumber Company, reports a considerable gain during October in comparison with October of last year. He says that in spite of the drawbacks business has been quite good, and from the orders already booked for delivery this month they will be on the right side as to business when the month closes.

Scott Short, formerly with the Moore Company, is now in business on his own account and is making a specialty of railroad ties. He has formed some good connections and should build up a nice trade. Mr. Short is well liked and knows the business thoroughly.

W. R. Cleaves reports that he has made some good sales of walnut recently and that he has some good-sized orders booked for later delivery.

The following is the number of feet of lumber handled by the Lumbermen's Exchange of St. Louis during the month of October:

Oak	376,080	Qtr. white oak	40,977
Maple	9,029	Cypress	111,492
Ash	191,029	Hickory	16,237
Pine	11,055	Gum	26,522
Poplar	78,054	Spruce	18,335
Sassafras	666	Cottonwood	14,442
Qtr. red oak	3,120	Total	898,042

## Chattanooga.

Fred Ann of the J. M. Card Lumber Company says the export trade is good and his firm is getting some handsome orders from Denmark, Norway, Sweden and Great Britain. He also finds that the mills of Pennsylvania are buying liberally and he sees no alarming symptoms concerning the financial strain.

Capt. A. J. Gahagan of the Loomis & Hart Manufacturing Company says that while business is good locally, he has seen the effects of the financial flurry in other cities.

P. F. Fitzgibbon of the McLean Lumber Company says the mills of New York state are beginning to feel the effects of the financial panic, although the local situation is all that could be expected.

The river mills have nearly all shut down either for lack of logs or to make repairs. The Loomis & Hart mill has closed down for repairs and will not be able to resume operations before November 20. This concern has only a month's supply of logs.

L. S. Perry of the H. L. Judd Manufacturing

Company, manufacturers of curtain poles and Keith Webb of the Loomis & Hart Manufacturing Company attended a recent meeting of representatives of east Tennessee lumber concerns for the purpose of discussing the grading of logs. They report a very successful meeting.

F. W. Blair, manager of the Ramhurst Lumber Company of Ramhurst, Ga., was a recent visitor here.

Local lumbermen are preparing for a big concatenation to be held here in a few weeks. It has been many moons since a concatenation has been held here and lumbermen are getting anxious for a Hoo-Hoo "blow-out."

## Memphis.

The financial situation is having a serious effect on the lumber business of this city and section. Practically every lumberman in this market, however, is of the opinion that the stringency will not be long continued. But, as long as conditions continue as they are, there will be a serious shortage of production of hardwood lumber. Two of the largest manufacturers in this city, operating plants both in Memphis and in the surrounding territory, have closed down every mill they had in operation, and other manufacturers have been forced to take a similar course, in part or in whole.

Another feature which has tended to cut down the output of hardwood lumber is the shortage of cars for the hauling of logs. For some time it has been impossible for the large manufacturers to secure enough cars to bring in their logs, with the result that they have been forced to suspend operations from time to time. This has been true of several of the large manufacturers in this center, and there have been similar complaints from the interior. The fact that so many mills are shutting down should serve to relieve the car shortage, as the mill requirements will be much smaller in raw materials, as well as in other respects.

The curtailment of production is not regarded by the lumbermen here altogether as an evil. There is no gainsaying the fact that the demand for hardwood is quiet and that trade during the past few weeks has been far short of the average for this period. As a consequence there has been some accumulation of stocks. Production for the past eight or twelve weeks has been full, and if this constant large production had gone forward without interruption from any cause, and there had been no increase in the demand, a large surplus of hardwood lumber would have been inevitable. With production as low as it is now it is improbable that there will be any further increase in holdings, even though there is no decided improvement in demand.

Max Sondheimer, president of the E. Sondheimer Company, has recently returned from an extended European trip. His wife preceded him some weeks and he joined her in Paris, from which point they traveled extensively in the British Isles. Mr. Sondheimer enjoyed his trip very much and came back feeling exceptionally well. While abroad he had the distinction of a personal audience with King Edward and also of holding the first Hoo-Hoo concatenation ever celebrated in England. Regarding foreign conditions, Mr. Sondheimer says that there is little demand for American hardwoods and that the situation is extremely quiet. He says that he looked some orders for old customers of his firm, but that most of the trade were out of the market. He ascribes this condition of affairs largely to the fact that manufacturers and other dealers on this side have consigned so much of their stock to England as to leave none here in the trade and make new business almost impossible.

One of the features of the meeting of the West Tennessee and Kentucky Retail Lumber Dealers' Association, recently held at Jackson, Tenn., was the passing of a resolution favoring the deepening of the Mississippi River



to Memphis, Kentucky, Iowa, to New Orleans.

At a meeting of capitalists held at Nashville recently it was decided to incorporate a new railroad, with a capital stock of \$3,000,000. It was planned to run from Nashville to the field at once. The road is to connect with the Nashville & Huntsville at some point in Giles county, and then run through Giles, Lawrence, Howard, Madison and Hancock counties to a connection with the Chicago Central at Bolivar, Tenn.

R. A. Hogue & Co., mill and lumber concern, recently filed a voluntary petition in bankruptcy. The assets are estimated at \$18,000. The resources amount to \$7,000. The members of the firm individually own some property, and it is probable that this will bring the assets practically up to the liabilities. L. Simpson, L. B. Edwards and R. A. Hogue were the principal stockholders.

The Lumbermen's Club of Memphis held its second bimonthly meeting at the Hotel Gayoso Saturday afternoon. A committee was appointed to draw up resolutions on the recent death of C. W. Stover, who was a member of the club, and who had been prominently identified with the lumber business of this city and section for a number of years. He was at one time connected with the Guilt-Stover Lumber Company before that concern was absorbed by the Lamb-Fish Lumber Company, and at the time of his death was president of the Stover Lumber Company. George C. Ehemann, chairman of the baseball committee, made a report at this meeting covering the receipts taken in by himself and associates. This report has been turned over to W. H. Greble, chairman of the general finance committee, and the latter will make a complete report at the next meeting showing receipts and disbursements in toto.

Harvey McCollom, secretary-treasurer of the Southern Land Company at Newport, Ark., has sold to the Wisark Lumber Company of Edgerton, Wis., 11,270 acres of timber lands in Monroe and Prairie counties for a consideration of \$152,145. This land was formerly owned by the Stevens Lumber Company of Dyersburg, Tenn., and the price at which it was sold this time represents a very large advance over the previous transfer figures.

The Lamb-Fish Lumber Company will, it is expected, complete its new plant at Charleston, Miss., by January 1. The railroad built by the Yazoo & Mississippi Valley Railroad Company to Charleston has been completed and the logging roads of the company are also in readiness for operation. The structure for the mill was completed some time ago, but it has been impossible heretofore to get the heavier machinery and equipment placed therein. With the improved facilities for handling heavy traffic it is expected that this work will go forward rapidly and that this plant will soon be in readiness for work.

The Union Lumber & Manufacturing Company has received its charter from Nashville and has completed organization by the election of W. J. Gambrell as president and general manager and George R. Christie, assistant general manager, secretary and treasurer. The capital stock of the company is \$20,000. It is backed by the Carpenters' Union of Memphis and all the stock is held by union men. The company proposes to establish mills and to carry a general stock of shingles, flooring, ceiling, siding and other finishing material. It claims that it will sell to contractors employing union labor at a lower price than other companies and that its operations will therefore prove of benefit to the consumer of lumber. The company has not yet secured its site, but it has several under consideration.

W. B. Rynum and Guy B. Alexander have brought suit against the Bayou-Macon Land Company, W. J. Abston and Wesley Hallburton, seeking a decree for \$1,000, the amount of a

forfeit for nonfulfillment of an alleged contract, and for annulment of the contract itself. The plaintiffs aver that on May 21, 1907, they entered into a contract with the defendants to buy a large tract of timber land in Louisiana, but that, on looking over the property, they have ascertained that the land company has no valid title to it and that, further, the timber land is not as represented, being largely swampy and barren of timber. The plaintiffs further seek to make the individual defendants liable for the sum sued for, \$1,000, together with interest at the usual rate from the date the money was posted as a forfeit.

W. H. Greble and W. A. Gilchrist of the Three States Lumber Company have returned from a trip to Arkansas, where they have been looking after some of the interests of the company.

John W. McClure, secretary-treasurer of the Belgrade Lumber Company, which recently completed and began operation of its large new band mill at Belzoni, Miss., has returned from the latter point.

Shipments of lumber from interior points to Memphis are on a very limited scale because of the shortage of cars. The movement out of Memphis is much more prompt than that from all interior points, local shippers being more fully supplied with cars. They are having difficulty in securing all they need themselves and it is therefore not difficult to imagine the position of shippers at smaller interior points and particularly at those where there is absence of competition. It is fortunate for receivers of lumber here that they are not buying largely now, as it would be impossible to get shipments through from milling points on anything like average time. The large movement of cotton is responsible in considerable measure for this condition and, as this movement will continue large for some weeks, it is unreasonable to look for material improvement.

#### New Orleans.

Export lumber is beginning to move through New Orleans as a result of the termination of the river-front strike which tied up operations along the city's line of wharves for three weeks or longer. However, the lumber export business is not entirely satisfactory and there are no indications that might be construed as forecasting an early change for the better. Dealers have had the usual trouble in getting things into shape after the long period of idleness and the tie-up has cost them a good deal in the way of car service, etc. For that reason they are particularly interested in the effort being made by the New Orleans Board of Trade to have the Southern Car Service Association waive claims for demurrage on cars that were tied up by the labor troubles. The lumbermen declare that they were not to blame for holding cars and ought not to be forced to pay demurrage. Manager Seely Dunn of the Southern Car Service Association has stated that that organization can authorize no refund of the money paid for demurrage, as that would be in conflict with a recent decision of the Interstate Commerce Commission. For that reason it is believed the Board of Trade, in which the lumbermen are interested, will appeal the subject to the Interstate Commerce Commission.

Local lumber circles were somewhat surprised recently by the announcement from Gulfport, Miss., that a number of small creditors of the Camp & Hinton Lumber Company, exporters of Lumberton, Miss., had filed a suit to force that concern into involuntary bankruptcy. In view of the financial conditions this suit caused something of a sensation among the friends of the big concern. An investigation developed, however, that the plaintiffs hold claims that do not exceed in the aggregate \$2,000. J. H. Hinton, president of the company, who lives here, issued a statement to the effect that his company is absolutely solvent and worth from \$800,000 to \$1,000,000 above its liabilities. Because of the

existing financial conditions the company is temporarily in need of ready money. It is understood that St. Louis and Chicago friends of Mr. Hinton's company will advance him \$100,000 to tide over the present difficulties. The Biloxi suit will be fought and friends of the company declare that the big concern will have no difficulty in defeating the application for a receiver.

A good deal of interest was manifested in the recent trial of W. A. Powell, head of the W. A. Powell Lumber Company, who was charged by two local banks with having embezzled various sums of money aggregating something like \$20,000. Two charges were preferred against Mr. Powell and in the Criminal District Court he was exonerated on both. The charges were based on losses sustained by him in the recent failure of the big firm of which he was the head. Because of Mr. Powell being so widely known here the case attracted more than the usual attention.

It is stated from Baton Rouge, La., that the D'Heur & Swain Lumber Company of Seymour, Ind., contemplates the erection of a big mill at the state capital.

It is reported from Eunice, La., that the Newell Lumber Company, Ltd., which now owns about \$95,000 worth of timber land near Eunice, has purchased an additional tract for \$10,653 and will immediately establish a sawmill to develop its lands.

The Gulfport Furniture Company has been organized at Gulfport, Miss., with an authorized capital of \$25,000. J. S. Richardson, R. L. Glass, Nettie W. Glass, Waldemar Alston and others are the incorporators.

#### Charlotte, N. C.

Burton Craige, Jr., of Salisbury, N. C., has been appointed as special master in the case of the Broad River Lumber Company against James R. Middleby, Jr., from McDowell county, North Carolina. This is a controversy involving over a million feet of lumber. Some eighteen months ago the Broad River Lumber Company bought 100,000 acres of land for \$150,000, to be paid in six installments of \$25,000 semi-annually. The defendant Middleby guaranteed that the lands contained 100,000,000 feet of timber. The basis of the suit is that the stand is about 40,000,000 feet short, the plaintiff claiming a reduction in the price to that extent. The task of Special Master Craige is to take evidence as to the amount of timber on the land at the time of the purchase and report to the court his findings. It will probably require a month or more to hear the evidence.

The Windley Crosstie Company of Wilmington, N. C., has been chartered, with a capital of \$150,000 authorized and the privilege of beginning business on \$100,000. The incorporators are: F. M. Simmons, C. D. Bradham, J. D. Farrier and L. I. Moore.

The House Lumber Company of Randleman, N. C., has been chartered to buy and sell all kinds of lumber, manufacture building material, etc. Authorized capital is \$10,000, with \$3,000 subscribed. Incorporators are J. L. Fields and others.

The Marshville Hardwood Company is the name of a new industry to be established at Marshville, N. C., in the near future. Dr. M. P. Blair will be one of the leading stockholders. Another woodworking plant is likely to be established at Marshville, also, soon.

Contractors are roofing in the large brick factory of the Sanford Buggy Company at Sanford, N. C. The company expects to be turning out buggies by the first of the year.

The Iredell Lumber Company of Statesville, N. C., which will manufacture mantels, moulding, doors, etc., expects to begin operations soon. All the buildings of the plant have been completed and most of the machinery has been placed. The main building is 65x90 feet.

The Denton Lumber Company of Asheboro, N. C., has just been chartered, to manufacture



and deal in lumber of all kinds. The authorized capital is \$25,000, with \$6,000 subscribed. The incorporators are: J. F. Cameron, W. J. M., C. C. Shaw and others.

W. and A. Lawton, owners of the Spartanburg Lumber & Manufacturing Company of Spartanburg, S. C., and J. A. Boozer have purchased the plant of the J. C. Rigby Lumber Company of Spartanburg, one of the largest lumber manufacturing plants in the upper part of South Carolina. The company will be capitalized at \$2,000.

Williamston, N. C., will probably be benefited by a new industry in the near future. O. B. and C. H. Day of the Day & Bacon Manufacturing Company of Port Allegheny, Pa., have been in Williamston for several days looking over the field and because of its nearness to raw material it is likely they will locate a plant for the manufacture of butter dishes at that place. The material used, sweet and bell gum, is found in abundance in the swamps near Williamston.

The Sills Lumber Company, of Concord, N. C., has been chartered to deal in lumber, manufacturing building material, etc.; capital is \$50,000. J. M. Sills and others are the incorporators. This company has a branch at Charlotte.

A charter has been granted the Wadesboro Furniture Company of Wadesboro, N. C., to manufacture furniture, etc. The capital is \$50,000 and incorporators are: W. T. Rose, W. H. Liles and others.

The Eccleston Lumber Company, a New Jersey corporation, doing business at 44 Broadway, New York City, and at Wilmington, N. C., has filed at Wilmington a deed of assignment to Arthur Michall of New York. The liabilities of the Wilmington branch are between \$7,000 and \$9,000, with assets about \$3,000. J. B. Eccleston of New York is president of the company and J. C. Stagg of Wilmington, N. C., secretary and treasurer. The Wilmington branch consisted of a lumber and cross-tie yard.

The Cloud & West Lumber Company of Tryon, N. C., had the misfortune recently to lose by fire a dry kiln containing 12,000 feet of lumber.

W. H. Hughes, a sawmill owner five miles south of Thomasville, N. C., lost 40,000 feet of lumber in a fire at his mill recently.

The Cape Fear Lumber Company, whose mills are at Wilmington, N. C., has moved most of its employees to the camp at Maple Hill, Pender county, N. C. The company has been conducting an extensive logging business in the vicinity of Whiteville, N. C., for some time past.

W. R. Wearn of J. H. Wearn & Co. of this city is of the opinion that higher prices for hardwoods will obtain before long. The fact that lumber is growing scarcer and that the labor situation is becoming more and more a universal problem is the basis of Mr. Wearn's opinion. The Wearn concern is the largest dealer and manufacturer in this part of the state. Their plant, which has been recently greatly enlarged, covers several acres, fronting on West Trade street, and their business is rapidly spreading out. The Messrs. Wearn travel over all sections of the state and their assurance that there is no danger of a slump in prices is of significance. Mr. Wearn states that he finds little difficulty in buying the various grades of lumber needed and that during recent weeks there has been no material change in prices.

#### Cadillac.

Cadillac is recognized throughout America as the hardwood headquarters of Michigan because of its nearness to the hardwood forests and because so much of these is held by Cadillac men. Now that the Michigan Hardwood Manufacturers' Association has fixed upon Cadillac as the home of their secretary, this city will with even more reason be regarded as the hardwood center of Michigan. J. C. Knox, who came here from the freight department of the Grand Rapids & Indiana railroad, Grand Rapids, after twenty years' service as chief clerk, is not a

lumberman, but, what pleases the association better, he is an expert as to freight matters, and in a moment can give any information needed by any member on that question. He has established an office in the general office of the Cummer-Diggins Company and is now getting out his first report as to the amount of stock in the possession of members. This will be given out soon.

W. W. Mitchell was called home a few days ago from a moose hunt in the Hudson Bay country by the death of his father-in-law, George Yeast, who died on Monday at the age of 82 years.

Smith & Staples, a local lumber firm, have taken an option on a big hardwood tract in Kentucky. Mr. Staples is now South looking up the matter.

The Cadillac Board of Trade sent out hundreds of copies of "Industrial Cadillac," published last month by the HARDWOOD RECORD. The result is that Cadillac is getting favorable mention from all quarters on the excellent advantages this city affords as set forth in this excellent write-up.

The Cadillac Handle Company reports a big demand for handles of all kinds, with good prices prevailing.

#### Wausau.

The Underwood Veneer Company, Wausau, has installed an overhead automatic fire extinguishing apparatus and made other improvements in its plant.

John English, who recently sold out his interests in the John English Manufacturing Company at Merrill, will locate in Antigo. He will at once commence the erection of another wood-working plant, which will be operated under the same name as the old plant. In his new location Mr. English will be nearer the hardwood supply.

The A. H. Stange Lumber Company of Merrill is building a dry kiln 71x212 feet in dimensions. It will really be ten kilns in one, each being 20x20, with a capacity of 250,000 feet of lumber. It will be of solid brick construction.

The Tigerton Lumber Company of Tigerton recently sold two lots of hardwood lumber. One lot of 500,000 feet went to E. W. Schultz of Watertown; a like amount was purchased by the Marshfield Bedding Company of Marshfield.

Fire which is believed to have been of incendiary origin recently destroyed the lumber yard of the Oakwood Lumber Company at Halbot, Mich., causing a loss estimated at \$7,500. Insurance amounting to \$1,200 was carried.

Twelve thousand acres of timber land in the Lake Superior country has been sold by J. M. Percles and others of Milwaukee to the Huron Bay Lumber Company of Grand Rapids, Mich., the consideration being \$220,000. The land is covered with valuable hardwood timber and is located at Huron Bay and Arvon, Mich. It is reported that the Grand Rapids firm will make immediate arrangements to cut the timber and will erect a mill to turn it into lumber.

Indictments against forty members of the Stockbridge tribe of Indians, charged with cutting pine and hardwood reservation timber, were recently nolleed by Judge Quarles in the United States court, Milwaukee. This action is due to a ruling by the United States Supreme Court in the case brought by the Paine Lumber Company of Oshkosh against certain Indians, in which it was held that the cutting of standing timber from reservation lands by Indians belonging to tribes which own such lands is not a violation of law. This is a ruling important to Wisconsin lumbermen, because of the fact that the several Indian reservations of this state are heavily grown with valuable timber. It protects the Indians in the right to cut and market their own timber.

The Fisher & Hutchinson Company of Menominee has been organized with a capital stock of \$10,000. The incorporators are D. J. Fisher, J. E. and Lottie L. Hutchinson. The firm will

be located at Oshkosh.

The Oak Lumber Company of Oshkosh was recently organized with a capital stock of \$30,000. The incorporators are W. K. Rideout, Fred Beglinger and Benjamin Krippene.

The Daley-Beswick Company, Menominee, has completed its plant and will soon begin manufacturing tank staves, ornamental columns and other woodwork.

The Nebagamoon Lumber Company has turned over to the state 4,760 acres of land to be used for park purposes and to be added to the forest reserve. State Forester Griffith will have the land underbrushed to eliminate danger from fire.

#### Norfolk.

The volume of orders is not as heavy here as could be desired, although the opening of fall trade gave promise of good business. This is attributed by wholesalers to general conditions over the country, which have occasioned the feeling of uneasiness among builders, evidenced by the fact that building operations have decreased quite materially compared with a similar period last year. Ferd Brenner of the Ferd Brenner Lumber Company, who is now in Europe, reports dullness in the money centers there, with a resultant effect on the market. Hardwood men, however, state that no concessions are being made in values in the effort to move lumber, as this course does not appeal to them as being one which would be desirable. Car supply at the same time is exceedingly poor, and the wise buyer is he who places his order some time before his requirements. The statements of leading men here lead to the opinion that most buyers, however, are not doing this, but on the contrary are sending in orders for rush shipment, expecting to get it. While this policy of buying only from hand to mouth may be governed by the necessities at the consuming end of the line, the ability to make quick shipment entitles the shipper to a price consideration, as the majority are not able to ship quickly. It is thought that there have been prices decreased on some items at the mill end, which will probably mean discontinuance in business of the smaller mill men, who are not directly on the line of a railroad but have to haul their stock to a shipping point. It is also thought that as the demand for hardwood crystallizes the same conditions which prevailed last year, of wanting everything at the last part of the season, will materialize.

George Orndorff, representing George Welch & Co. of New Castle, England, large hardwood people, was in this city recently buying timber. Mr. Orndorff's location in the United States will be Baltimore, Md. He will be in this section for some time, however, and while here will buy hardwoods to the exclusion of any other woods.

M. W. Taylor of Bristol, Va.-Tenn., buyer for the Ferd Brenner Lumber Company in eastern Tennessee, was in Norfolk last month visiting his home office in the National Bank of Commerce building here and taking in the Jamestown Exposition.

The steamships Allegheny and Hestia left this port about two weeks ago with large cargoes of hardwoods. They were bound for London and Glasgow respectively.

Exports for the month of October, gleaned from custom house records, show a slight decrease.

Norman C. Wright, representing C. Leary & Co., large hardwood brokers of London, England, was here on the 4th, having come via New York. It is Mr. Wright's intention to tour the United States, arranging for an extension of his firm's connection in this country.

Ferd Brenner of the Ferd Brenner Lumber Company sails from Europe for his home in Norfolk next week. His company is a large one, and it operates mills in many states from North Carolina to Louisiana. Mr. Best is visiting the Salisbury, N. C., mill at present.



## Minneapolis.

The Minneapolis Lumber Company, which has been in correspondence for some time about overweight claims. The usual trouble in getting attention and in getting plainly just claims audited has been experienced. Mr. E. H. Sill, vice-president of the Minneapolis Lumber Company, is expected to leave for Chicago and Oshkosh.

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November 4, consists of D. F. Clark, W. H. Sill, A. H. Barnard, R. H. Garrison and A. S. Bliss.

Members are A. L. Johnson and C. W. Stanton of St. Paul. The committee will talk over with Mr. Becker the general question of overweight, which is the most troublesome feature of the service just now. Receivers have reported a number of times where cars were found partly filled with dirt on which freight was loaded.

The tight money situation has made conditions slow for the hardwood men, and has naturally restricted trade considerably, but there has been a good railroad trade. The largest timber operators report that there will be a lessened production of northern hardwood this winter. This is not because of any weakness in hardwoods, and there is no reason for curtailing the production of anything, not even birch, but because in so many Wisconsin camps hardwood is cut along with hemlock, and the hemlock market being weak, it has been generally decided to cut down the log output this winter. The reduction will probably amount to 50 per cent, and this will entail a reduction in hardwood logging.

The cases against the nineteen retail lumbermen indicted for misuse of the mails in the catalogue house fight will be fought on demurrers. Counsel for the defense appeared in the federal court here October 31 and withdrew the pleas of not guilty. Demurrers were then entered to the indictment, on the ground that the acts charged in the indictment did not constitute "conspiracy to defraud by the use of the mails as it is defined in the statute." This gets right at the heart of the question, and technical defects in the indictment were waived, as the lumbermen want to fight it on the main issue. Arguments will probably be heard in December.

W. H. Sill of the Minneapolis Lumber Company is back from a business trip to Chicago and Oshkosh.

Enos S. Richmond, vice-president of the Morgan Company of Oshkosh, Wis., was here the other day on business. He says they have been doing a good business, especially with veneer doors, of which they turn out 700 a day.

It is announced by the permanent receivers of the Joannin-Hansen Company of this city that they will soon have all contracts filled, and hope to show net assets of nearly \$30,000. The liabilities are being scaled down, and may be brought below \$60,000. The chances look good for paying 50 cents on the dollar, news which is pleasing to several hardwood wholesalers.

F. W. Buswell of the Buswell Lumber and Manufacturing Company, manufacturers of hemlock and hardwood lumber at Buswell, Wis., is back from a trip to the mill, where he was making arrangements for the winter logging operations.

The local representatives of the Fullerton-Fowler Hardwood Lumber Company, H. M. Halsted and H. Booraem, report business very good at this branch. The present money conditions cause a lull with them, but is expected to pass over soon. Mr. Halsted attends to road sales in this vicinity and Mr. Booraem looks after the city business. In these young men the Paul

the Paul Company are well represented they are hustlers.

C. L. Osborne of Osborne & Clark is making preparations for a trip into Arkansas, Tennessee and Mississippi, intent upon looking up white oak timber. Mr. Osborne reports their business has been very good all season, but at present the market is a little dull and shipments are rather light. D. F. Clark went over into Wisconsin this week to look over some hardwood tracts.

E. Payson Smith of the Payson Smith Lumber Company enjoyed a rest and relaxation after business cares at Salt Lake City Utah, last month.

A. H. Barnard, the local wholesaler, says business has been very good with him, and has no word of complaint to offer. His logging camps are working in harmony now and he looks for continued activity along certain hardwood lines.

F. R. Hamilton of the Minneapolis Lumber Company, when seen at his office said: "We have only one trouble and that is in making our supply go around. Our business has been exceptionally good, and I look for a continuance of the present demand for hardwoods."

Wm. C. Bailey, one of the pioneer hardwood lumber dealers of this city, says his concern has enjoyed a busy retail season, in fact, have had all the orders they could fill. Mr. Bailey located in this city in the early '80s and is still an active man in the lumber trade.

## Little Rock.

The financial flurry has had its effect on the hardwood industry. The difficulty in the money market has caused a suspension of work at some of the factories, not that there is not plenty of business and a bright outlook, but the confusion incident to the announcement from many quarters that only clearing-house certificates, etc., would be tendered, instead of currency, has occasioned a temporary standstill. However, it is thought normal conditions will prevail again shortly. The harvesting of crops has also tended to take labor from the woods, so that in some instances the mills are pretty well up with their raw material.

The Paragould Lumber and Supply Company is a new concern at Paragould, Ark. The officers are: President, Howard Martin; vice-president, A. M. Reedy; secretary, E. A. Anderson, and treasurer, M. F. Collier.

The Rogers Canning Company will locate a sawmill on the White River for the manufacture of material for boxes to be used in connection with their plants at Rogers and Bentonville next year.

It is reported that the Moline Wagon Company will establish a wagon factory at Onaska. They have purchased large tracts of hardwood timber in that section.

The Wynne Stave factory will shortly open an important branch at Earle, Ark. About 100 men will be employed at the new plant.

It is said that Wisconsin parties, through C. S. Hosmer of LaCrosse, have pending a deal with the Ozan Lumber Company for a 4,000-acre tract of choice timber land owned by that company along the line of the new Prescott & Northwestern Railway. Mr. Hosmer is making a careful inspection of the tract, and if the deal goes through a hardwood mill will be erected at once. The timber is chiefly oak.

The Wapakoneta (Ohio) Wheel Company is erecting at Augusta what promises to be one of the most important hardwood factories in the state. The manufacture of spokes, felloes and other wagon material will be the specialty. Edward Plan is the local manager and declares they have one of the best hardwood tracts in the state. The site was chosen after the president of the concern, Mr. Fisher, had made a personal inspection of the advantages offered.

The Martin-Massey Lumber Company at Batesville is doing an excellent business, par-

ticularly in the wagon and car material line. Owing to a delay in the shipment of material their plant in Lawrence county is not yet in operation. Through a guarantee of a bonus of \$1,000 from the Board of Trade of Newport, D. B. Morrison and N. P. Wood of Joplin, Mo., will locate a box factory at Newport, the erection of the plant to begin at once.

Heavy fires recently visited a number of lumber concerns throughout this state. Among those suffering most was the St. Louis Stave and Lumber Company at Chester; loss, \$10,000. Foddy Lumber Company at Foddy, \$25,000; J. W. Sander's plant at Pine Bluff, \$75,000 (will be rebuilt); Arkansas Lumber Company's plant at Hot Springs, \$20,000.

The plant of the Hub Manufacturing Company, one of the new hardwood factories located at Jonesboro, is making an excellent showing. The daily capacity of the plant is being taxed and additional machinery will be installed.

Sid N. Smith of the Smith Hardwood Lumber Company of Sparta, Wis., spent last week looking over the situation in Newton county and inspecting hardwood territory. He expressed himself as surprised at the vast supply of fine material in that section and predicts that Newton county will soon have a railroad tapping the resources. This is the only county in the state as yet untouched by a railway line.

## Ashland, Ky.

A temporary injunction has been granted in the case of W. M. Ritter against Joseph Thorworth pending the application for a preliminary writ of injunction, which will be heard on November 19. The case involves a tract of timber in McDowell county, West Virginia, which has been famous for years as one of the richest tracts in the state. Mr. Thorworth, a Maryland man, is enjoined from cutting and removing any timber or trees from the land mentioned in the complainant's bill or disposing of any part of the timber already cut. In 1785 this tract contained 320,000 acres, which was in Wythe county, Virginia. The tract was twice forfeited to the state for delinquent taxes, and in 1899 a part of it was sold to Henry B. McCormick. Mr. Ritter claims a clear title to the land in McDowell county, which contains about 50,000 acres. The Pocahontas Coal & Coke Company had received from Mr. Ritter the timber and rights to remove same, and he claims that Thorworth has entered on the property at Slate creek, a tributary of Tug river, and without right has been cutting, removing and destroying the timber. Thorworth has engaged in the manufacture of stairs from part of the timber and intends shipping the same out of the state of West Virginia, as stated in the petition for injunction.

J. H. Kester, with the R. M. Smith Lumber Company, Parkersburg, has been in the city for a few days, a guest of W. H. Hawkins and family.

Jeff Hannah, a brother-in-law of R. H. Vansant of this city, and himself a prominent lumberman of Elliott county, was elected to the office of circuit judge in the Thirty-second judicial district by the Democratic party. Mr. Hannah's election was in a measure due to the efforts of Mr. Vansant, as the state was largely Republican, and Mr. Vansant was untiring in his efforts in Mr. Hannah's behalf.

The R. G. Page Lumber Company and G. R. Roberts have bought the sawmill belonging to James R. Roberts, near Harold, in Floyd county, and will remove same to the large tract of land recently purchased by them in that locality. The mill has a capacity of 15,000 feet per day and will be run by Mr. Roberts, who has had wide experience in the business. The purchase includes the mill and all equipment.

About one hundred men, composing the sawmill and river crews of the Licking River Sawmill



company at Farmers, Ky., went on a strike recently, demanding their pay every two weeks, with a four-day hold-back, instead of every month with the accompanying holdback of ten days. As soon as the company discovered what was the trouble they readily acceded to the demands of the men, who went back to work after being out for a day.

Ransel Johnson has purchased the building, real estate, etc., of the Clarksburg Chair Factory. Mr. Johnson will dispose of the machinery and convert the plant into a sash factory, which he thinks will prove more profitable than the former line.

The Ohio River Lumber Company at Ironton, Ohio, has resumed operations after a ten days shut-down for repairs.

The Fairmont (W. Va.) Coal Company, it is reported, will plant ten thousand young trees, principally oak, on its holdings within the next year as a provision for future mine timber.

The Dickinson Furniture Company is a new corporation in Huntington, W. Va., chartered to manufacture furniture. The incorporators are F. E. Dickinson, L. H. Cammack and S. E. Reynolds of Huntington, S. P. Jones of Richmond, Va., and F. Percy Loth of Waynesboro. In addition to a full line of furniture, the company will have an up-to-date framing department.

The plant of the McDonald Lumber Company at Wheeling, W. Va., was destroyed by fire last week; loss, \$15,000. The origin of the fire is supposed to have been incendiary. During the carpenters' strike several weeks ago two efforts were made to wreck the mill.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

Current financial conditions have upset the local demand for hardwood lumber to the extent of well toward fifty per cent. There are no large orders being placed, and the business that is being done is of the small, quick-order variety. There is no inclination on the part of either manufacturers or jobbers to cut prices to any appreciable extent in an attempt to force trade. In fact quite a number of varieties of hardwood are ranging as high as at any time in their history. Offerings of gum seem to be on somewhat lower plane than in the past, but generally speaking, all varieties of both northern and southern hardwoods are commanding about the same prices they did a month ago.

Very few bills are being discounted, and buyers who have paid cash for years have again resorted to settlement by note. As comparatively few manufacturers and jobbers are able to handle any large volume of commercial paper at bank, sales are not being urged very strongly. People generally are rather optimistic over the situation and are simply playing a waiting game.

Local stocks in the hands of the factories are light, and with the recurrence of normal monetary conditions there must needs be an immense demand for hardwoods.

### Boston.

The market for hardwood lumber has not developed any material activity during the past two weeks. While demand has not increased, but few signs of lower values are found. The tendency of buyers is to confine their purchases to as small lots as possible. Car shortage is a factor, and it is believed that as the season progresses this trouble will increase. Railroads all over the country are curtailing expenses by reducing the force of men in their equipment departments, so that shippers will have to rely upon what rolling stock is now in use.

The demand for plain oak is quiet. Offerings

The W. H. Jenkins Lumber Company's band sawmill, which W. L. Schwerckart, the planing mill man, is building in Ironton, O., is now nearly completed. It will be one of the largest and most complete band sawmills in the country.

Attorney Charles E. Day of Lexington bought the old Furnace property at Grayson, Carter county, last month at commissioner's sale for \$30,500. The place is valuable for its minerals and timber.

Levi Isaacson of New York, one of the principal owners of the Yellow Poplar Lumber Company of Coal Grove, O., was a recent local visitor. Mr. Isaacson is a timber expert and has been identified with the Yellow Poplar company for many years.

J. W. Culp, a wealthy business man of Temple, Tex., is at the head of a Texas syndicate which has recently purchased 120,000 acres of splendid coal and timber lands in Rowan and Morgan counties. The price paid was \$600,000. The lands will be worked.

The Ohio River Lumber Company's mill at Ironton, O., is again in operation after being shut down for repairs. This mill was originally the Ironton Door Company's plant, and was converted into a sawmill when Walter Mittendorf and Dan Maul bought it at a forced sale. The mill is now doing a fine business.

Mr. Houghton of Chicago, president of the Kenova Poplar Manufacturing Company, has been the guest of friends in Kenova, W. Va., accompanied by his wife.

are of good size and prices are easier than a few weeks ago. The outside quotation for 1-inch today is about \$55, and this is offered as low as \$50. Quartered oak continues fairly firm, although the high asking prices of a few weeks ago are not heard. Inch stock is offered at \$80 to \$85. There is little or no business reported at the outside quotation. Ash continues well held, with the demand of moderate proportions. There is no abatement in the strength of the whitewood market. Inch stock is quoted at \$59 to \$60. Demand for the latter is not active. Cypress holds steady under a limited demand. Maple flooring is quiet and prices are somewhat unsteady. A fair demand is reported for veneers.

### New York.

The salient feature of the lumber trade and other business in the metropolitan district during the fortnight was, of course, the financial flurry which forced the closing of a number of banks throughout the city in order to conserve the interest of depositors owing to incipient runs. This led to a marked curtailment in money accommodations, which was naturally reflected in the general business world. But through the vigorous action of prominent financiers the situation has been much improved, and with the further plans in hand, as announced, it is believed that conditions will constantly and speedily improve. There has been no interruption to business except in the matter of loans, the general movement of lumber showing only slight curtailment, and especially is this true of the hardwood market, in which prices continue very firm, although there is some falling off noted in certain lines and buying is on a very conservative basis. Of course it must be said in connection with the financial situation that as yet only the financial world has been heard from, and there is some belief current that there may be a considerable readjustment to business under the new conditions; but that is purely a matter for the future, and to date no readjustment has put in an

appearance. With limited money accommodations, buying will undoubtedly be extremely conservative; but as far as the hardwood market is concerned the high prices of the past few months has led to conservative buying right along, and almost all orders are for very prompt shipment; hence there cannot be very much of a change in that direction even under present conditions. Taking the broad view, however, if these stringent conditions continue it will curtail building operations; but in that particular leading banking interests express the opinion that by January 1 normal money condition will prevail and that there is very little need for anxiety on that score.

Well manufactured hardwood lumber in the better grades is worth top prices today, and any forcing of the market would not only be useless, but unwarranted, as there is bound to be a sufficient demand in comparison with the supplies for at least the balance of the year. Taking both a minute and broad view of the situation at the present time, the hardwood trade is certainly well able to hold its own, and gives every indication of doing so.

### Philadelphia.

From our to goad describes the hardwood market at this time. Considerable hardwoods are being consumed in the various industries which employ this material, but the buying is strictly conservative and evidently without the usual confidence. A careful canvass of the local lumber field shows the hardwood situation in better shape than the softwood. Good thick hardwoods hold steady values, but are difficult to obtain on account of the scarcity and the failure of car conveyance at the mill points. A slight fluctuation in the common stock gives no alarm, as a dollar off here and there a thousand is readily caught up again when the goods are desired and the difficulties in delivering them encountered. The heavy season is near, and the car service continues inadequate, consequently the hardwood man does not worry over values. It is thought the lumbermen are not affected by the money scare in New York financial circles, and as a rule this is correct; but it must be admitted that the falling off of building work in October below that of previous years can be attributed only to the condition of the money market, as a large percentage of this work is speculative, depending entirely upon loans from banks and trust companies. However, the outlook for spring is good and extensive plans in this line are on the boards, showing a confidence in the return of normal conditions by that time. The door and millwork concerns are still busy, but mainly on old work, and plants are rushed to get out material before the winter season opens. Furniture factories of eastern Pennsylvania are fairly active; flooring and interior finish work is running smoothly. Box factories keep a medium activity at this time; veneer and cigar box manufacturers have been very busy, but a slight slackening up is noticeable during the last few weeks. Among the hardwoods, poplar and basswood hold firm, chestnut and ash are steady, oak weakens, birch and cherry remain unchanged. Cedar, veneer, imitation and veneered cigar box lumber values are well sustained.

### Baltimore.

The hardwood trade of this section presents no important changes as compared with a fortnight ago. Manufacturers and dealers are of course feeling the effect of the financial stringency, and their resources are being taxed rather severely; but Baltimore is less inconvenienced than almost any other city in the United States. There has been no flurry here, and the banks are taking care of their customers as before, except where there is good reason to assume that withdrawals of funds are prompted by hoarding, when the reserves are drawn tight.



High-grade poplar and quartered oak have been in good demand right along, but to the surprise of dealers and manufacturers of hard-



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wood there has been a big demand within the past few weeks for red oak and the supply has been exhausted.

### St. Louis.

The hardwood market is not at all quiet. Trade is very quiet and comparatively few orders are being booked. The car shortage is not striking the hardwood dealers as hard as it is the yellow pine people. A good volume of lumber is coming in. The probable reason for this is because the territory furnishing hardwood is larger in extent and hardwood manufacturers seem to be exceedingly anxious to get their output to the market. Dealers who have been through the hardwood sections say that the mills are well supplied with logs, as the weather of late has been ideal for logging and milling.

One of the strongest items on the hardwood list is quartered white oak. Dealers are getting fair prices for it, because of its scarcity. As consumers of gum are pretty well supplied and will use what stock they have on hand before ordering more, the market for gum is dull and there is little of it moving. There is a steadiness in cottonwood prices, but box material has fallen off about a dollar a thousand. Two-and-one-half-inch and 4-inch ash is being received in fairly good quantities and the prices on it are steady. There is a demand for high-grade poplar and good prices prevail. Common and cull are a drug on the market and no one seems to want them. Cypress is dull. This condition is caused by the quietness in building operations. Dealers seem to be pretty well stocked up on it. As the supply is greater than the demand, prices are off.

### Memphis.

Demand for hardwood lumber in this market is extremely quiet, buyers not taking anything beyond their most pressing requirements. The financial stringency prevailing over the entire country is regarded as responsible for this condition. Instead of buying freely, those who have already made purchases for later delivery are asking that shipment be held up for thirty to sixty days. Most of the big consumers are out of the market for the time being, pending developments in the situation, and the opinion here is that there will be very little improvement in business until there is some loosening up of money. It is believed, however, that the stringency will not last long, and that, when it is relieved, there will be not only a good demand but that prices will be better even than recently. This view is based on the fact that consumers are allowing their stocks to run down very low, and also on the fact that, owing to the difficulties surrounding production, the mills are turning out a very small amount of lumber.

The only lumber which shows positive weakness is gum. The demand for this is strikingly small, while there is plenty to meet all requirements. Oak is one of the steadier items, being in fairly good demand in both plain and quartered sawed. Ash is not in quite so active request as a short time ago, but there is no surplus of this lumber, and the indications are that all of it will be taken care of. Cottonwood is steady in all grades and there is a fair demand for it.

There is very little poplar for sale in this market, and what is offered is taken at very satisfactory prices. Cypress is also offering in a limited way and those who have this to sell are making fairly good headway.

### New Orleans.

Though conditions here are not in the best of shape, there is a fair export demand for lumber and some shipments are being made. Staves are in good demand, with the result that thousands are being shipped out weekly. Prices on staves are not too good. The demand for hardwoods holds up well and the demand is being supplied in a satisfactory manner.

### Minneapolis.

The best business twin city wholesalers have had of late has come from the railroad companies, which have been buying a good many oak ties and placed some good orders of car material. The factory trade has been rather quiet on the whole. All the plants have enjoyed a good business, but with the troubled financial situation in sight they are inclined to take in sail and not figure too far ahead. So while they have been buying right steadily, it has been in small lots for hand to mouth consumption. Prices have not changed materially. Demand for oak has not been as heavy as it was, and plain white oak seems plentiful, but the offerings of red oak and of quarter-sawed are not burdening the market, so that the price continues firm. There is a fair amount of birch in sight, and lately some low grade stuff has been making its appearance, being offered at low prices. One lot of No. 1 was quoted as low as \$13.75 here. With anything like the ordinary demand from now on birch stocks will be cleaned up, but the prospect of a showing up induces some dealers to try to turn it into oak now.

Hardwood is so scarce that a scare market does not weaken it. Other northern hardwoods are practically out of the market. The country trade is rather slow, and calls chiefly for flooring and for wagon stock. Flooring in the lower grades has been moving well and is firm. The indications are for some reduction in the output of northern hardwood next season, though based on the season now closing there would be no trouble in marketing last winter's output again. Most operators are hedging against a possible falling off in business.

### Liverpool.

The mahogany auction sales of October 17 and 18 passed off rather quietly, as a great deal of inferior wood was shown. A large quantity was offered and prices ruled slightly higher than valuations of some of the big local companies, which were based on the results of last sales. It is quite extraordinary how the price is keeping up with the huge import now coming in, which goes to prove how good the demand is in this country and the States at the present moment. Some very low prices for Gaboon mahogany have ruled, but a rapid rise in the value of this wood, which is very largely being used in the place of Canary whitewood (poplar) by cabinet makers, is looked for. Gaboon is a poor wood, but surely it is as good, if not better, than No. 1 common poplar boards, and a moment's comparison of the values today will show what an advantage Gaboon mahogany gives. Oak boards are rather firmer, mainly owing to the difficulty of getting goods forward from New Orleans. Wagon oak planks are, however, somewhat easier—a few carloads on contract and on consignment have slightly eased the strain caused to wagon builders by the recent scarcity.

High values for hickory during the next few months are expected. Shippers should not hesitate in sending wood to this market, and let them remember that it is the early shipments which realize the highest values. It is said that the leading buyers at this port are prepared to pay high figures for delivery between now and March. The logs arriving in November, December and January will be much sought after and keen competition will take place to get hold of the stock required. One buyer here is to deliver 2,000 logs to his customers between November 1 and February 1, and up to now has not been able to buy a log. Shippers would do well to ship every log they can get hold of to a respectable firm of brokers here and hold for high prices. They will get almost what they ask.

A number of weeks ago a large quantity of growth logs, the largest ever seen here, arrived. Poplar is much in request, and the market is very active.



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# HARDWOOD RECORD

- ☛ Reaches more manufacturers, jobbers and consumers of Hardwood Lumber than all the remainder of the lumber trade press combined.
- ☛ Prints more hardwood news than all the remainder of the lumber trade press combined.
- ☛ Is not only the only hardwood paper, but the best lumber paper printed.



# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYES WANTED.

### EXPERIENCED HARDWOOD MANUFACTURER

Salesman and Office Man is open for employment of responsibility. Address "McL" care HARDWOOD RECORD.

### FOREMAN WANTED

For hardwood flooring plant. One who understands setting up flooring machines and handling work. Address: BOX 711, care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### MANAGER WANTS POSITION.

Hardwood saw mill operation. South preferred. Healthy locality. Experienced in logging, manufacturing, sales and office. Highest salaries. Address: BOX 711, care HARDWOOD RECORD.

Position with large concern as buyer or salesman. Competent to take entire charge of office. At present manager for one of the largest concerns in the country. Thoroughly acquainted with the entire eastern territory. Address "E. G." care HARDWOOD RECORD.

## LUMBER WANTED

### SMALL DIMENSION HICKORY

Wanted. Good rough wood, 1"x1" 48", straight grain from end to end and free from all defects. Address: CANN & TAYLOR, Asbury Park, N. J.

### WANTED FOR PROMPT SHIPMENT.

750,000 feet 1" sound wormy Chestnut. Name price and time of delivery. WILLSON BROS. LUMBER CO., Hardwood Department, Farmers Bank Bldg., Pittsburg, Pa.

### WANTED IMMEDIATELY

500 or more No. 1 and No. 2 White Oak fls. Terms cash. THE BRADLEY COMPANY, Hamilton, Ont.

### WANTED, FOR SPOT CASH

And immediate shipment, 250,000 feet 3/4" to 1" quartered oak. Common & Better preferred. Shipping dry. THE FREIBERG LUMBER CO., Cincinnati, O.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses. P. G. DODGE & CO., 2116 Lumber St., Chicago.

### WANTED.

4 4" and 6 4" Sound Wormy Chestnut, Louisville delivery.

4 4" Log Run Buckeye, mill culls out, Allegheny delivery.

Address: LUMBER DEPARTMENT,

NATIONAL CASKET CO.,

Hoboken, N. J.

## HARDWOOD RECORD

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago.

### OAK WANTED.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL LUMBER CO.,  
1213 Monadnock Bldg., Chicago, Ill.

## TIMBER LANDS FOR SALE

### FOR SALE.

11,000 acres of virgin Hardwood Timber land. White Oak, finest quality, predominating. Timber land and logging proposition on the market. Other bargains. Write for detailed information.  
THE INVESTMENT CO. OF FORT SMITH,  
Fort Smith, Ark.

### SOUTHERN TIMBER LANDS FOR SALE

Have on a very attractive proposition in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,  
1124 Missouri Trust Bldg., St. Louis, Mo.

### SOUTHERN TIMBER LANDS

We can sell you large or small tracts of Southern timber land. Write us for list and some very low prices.

LANDERS & COMPANY,  
487 Broadway, New York.

### SOUTHERN HARDWOOD TIMBER LANDS

For Sale. Will contract with reliable millman for manufacturing lumber, or will sell stumpage from lands.

THE BAYOU LAND & LUMBER CO.,  
70 & 71 Mitchell Bldg., Cincinnati, Ohio.

### ALBERT FRIEDSAM

Buys and sells timber lands. West Virginia stumpage a specialty. Some bargains in oak, chestnut, hemlock, etc. Can furnish large or small tracts. Correspondence invited with those who wish to buy or sell. Address

619 Park Building, Pittsburg, Pa.  
Long distance Bell phone 644 Grant.

## LUMBER FOR SALE.

### FOR SALE.

One car 11' and 2x2 Oak Squares, 10 to 30" long.  
One car 2x2 Gum Squares, 26 to 30" long.  
One car 1x11' and 1x2" Gum, 26 to 34" long.  
One car 11' and 2" Elm, Gum and Better, 10 to 16" long.  
200,000 ft. 1" Gum, good widths, log run or grade.

Wagon and implement stock cut on orders.  
JOE McCRACKEN & SON, Success, Ark.

### MAGNOLIA AND RED GUM.

Wanted to cut to order one million feet or more unusually choice Magnolia trees, also Red Gum; winter cut logs. Daily capacity, 20,000 ft. Address:

SOUTHERN SAW MILL CO., LTD.,  
New Orleans, La.

### FOR SALE.

Kiln dried, hand sorted and end matched Oak flooring. We have an accumulation of 2 1/2" two select and two oak flooring that we will make a special price on to move promptly. We can also supply 1x6 cut containing flooring, poplar bevel siding, white pine and yellow pine rough or dressed.

SHIPPEN BROS. LUMBER CO., Ellijay, Ga.

### CHESTNUT FOR SALE.

All grades. "The early bird catches the worm." Address: T. C. BAKER,  
1838 Calvert St., Washington, D. C.

### SWEET GUM FOR SALE.

### HICKORY DIMENSION.

J. L. McLAUGHLIN & SONS, Bedford, Pa.

### HARDWOOD TIMBER FOR SALE.

1,680 acres, birch, maple, hemlock and spruce, in Chippewa county, Michigan, one mile from D. S. & A. R. R., 30 miles west of Sault Ste. Marie. For full particulars address: HACKLEY-PHELPS-BONNELL CO., Grand Rapids, Mich.

### POPLAR, OAK, CHESTNUT AND YELLOW PINE.

Will contract to cut Yellow Pine Timbers 10 to 24 feet.

D. B. MURPHY & CO.,  
Manufacturers and Wholesale Dealers,  
London, Ky.

## BUSINESS OPPORTUNITIES.

### WE ARE OFFERING FOR SALE

The best located Ash Handle Factory in the United States. Timber supplied by river and rail. New plant; first class throughout. Present capacity 150 dozen "D" handles and 10,000 long handles per day. Address: FERGUSON & WHEELER, Poplar Bluff, Mo.

### FOR SALE.

Rare opportunity of acquiring an established Roll and Panel Manufacturing Business Plant, modern. Located in the center of the furniture industry of the South, which will consume entire output, with cash settlement every month. Owner retiring on account of western interest. Requires investment of \$13,000. Address "N. 100," care HARDWOOD RECORD.

## RAILWAY EQUIPMENT

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

### STEEL RAILS, ETC.

We sell new and relaying steel rails and have almost all sections in stock for immediate shipment. We also buy all sections of relays and all grades of scrap, including old logging equipment. Your correspondence solicited.

M. K. FRANK,

Frick Bldg., Pittsburg, Pa.

### 30 FLAT CARS

For sale. Are now being rebuilt and put into first-class condition.  
DETROIT CARBIDE & EQUIPMENT CO., Detroit, Mich.

## TIMBER LANDS WANTED

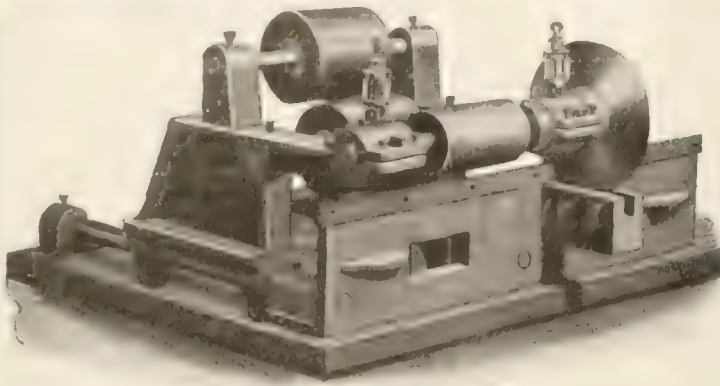
### WANTED.

One to two thousand acres of virgin Hardwood timber. Give full description, location, price, terms, etc. (No brokers.) Address: BUSINESS, care HARDWOOD RECORD.

### TIMBER OWNERS.

I am in the market for timber land and wood. I would like to buy from owners. No brokers. O. B. LAW, 85 Dearborn St., Chicago, Ill.





## BUTTING SAW

for  
Hardwood Flooring  
Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

**Cadillac Machine Co.**  
CADILLAC, MICH.



Crescent Swing Cut Off Saw

## THE 1907 CATALOGUE OF CRESCENT WOOD WORKING MACHINERY

TELLS ABOUT THE

## THREE NEW MACHINES IN THE CRESCENT LINE

Send for your copy right away. It's free for the asking.

Band Saws  
Jointers

Saw Tables

Single Surface Planer  
Single Spindle Shaper  
Disk Grinder

**THE CRESCENT MACHINE CO.**

21 Columbia Street, LEETONIA, OHIO

# WHO BUYS HARDWOODS?

## Do You Want the List?

The Hardwood Record supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock veneers and panels of consumers of those materials throughout the United States and Canada.

Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured

Kinds, grades and thicknesses of Lumber  
Kinds and sizes of dimension stocks  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels.

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber **not** used are removed, and the cards are filed in alphabetical order between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete roster of the hardwood requirements of all users, and is an invaluable adjunct to the sales department of every manufacturer and jobber.

This service is free to all advertisers, save the patent index cards which show at a glance the kinds of lumber used by each concern, and which are sold at \$3.50 a thousand, the state guide cards costing 75 cts. a set.

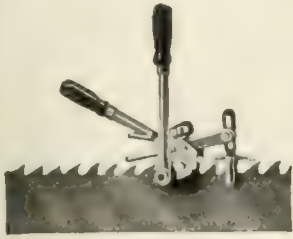
Write us about this service.

# HARDWOOD RECORD

355 Dearborn Street

CHICAGO

# Hanchett's Saw Swages



Band Saw Swage

Simple in Construction  
Easy to Adjust  
Strong and Durable  
Send for 1907 Catalog, No. 10  
It Tells You All About Them

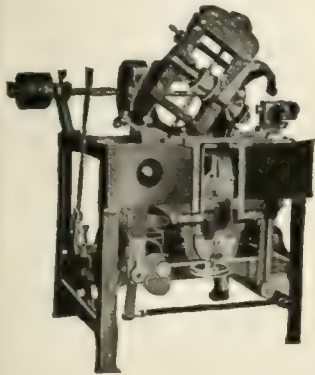
Manufactured by

**Hanchett Swage Works**

BIG RAPIDS, MICHIGAN



Circular Saw Swage with Bench Attachment



## IMPROVED AUTOMATIC BAND SAW SHARPENER

THE EXPERIENCED SAW FILER QUICKLY REALIZES WHY THE

# Matteson Sharpeners

ARE THE BEST.

Every machine guaranteed. We make a complete line of modern tools for the care of saws.  
It will pay you to get in touch with us.

**MATTESON MFG. CO.** 120-128 SO. CLINTON ST.,  
CHICAGO, ILLS.

## Robinson Cut-off Saw Gauge

Best and Cheapest on the Market

Adjustable and automatic stops.

Entirely NEW principle—not copied after any other gauge.

Sent on 30 Days'  
Trial

Entire Satis-  
faction  
Guaranteed.

Patent  
Applied  
for.

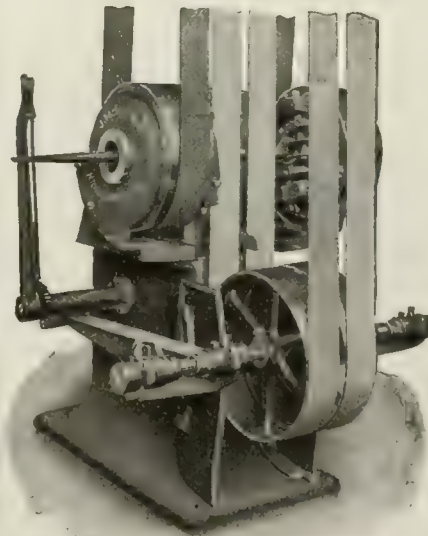


Hardwood, Rail,  
making continuous straight  
edge, plainly  
marked in feet  
and inches from  
saw with rule-  
maker's dies.  
Handy to use  
for cutting odd  
lengths for  
which it is not  
worth while to  
change the stops.

Round Steel Rod,  
threaded, so stops cannot  
be jarred along, but easily  
changed when so desired. At  
one point in the turn all the  
threads disengage and stop can  
be slid along the rod and re-en-  
gaged at the desired distance from  
the saw.

**LOW PRICE**

**J. J. Robinson Co., Bloomsburg, Pa.**



## The Nash Automatic Sander

FOR ALL ROUND STOCK WORK

A wonderful labor-saving machine.  
Pays for itself in a short  
time. For particulars  
address

**J. M. Nash** 842-848 Thirtieth St.  
MILWAUKEE, WIS.

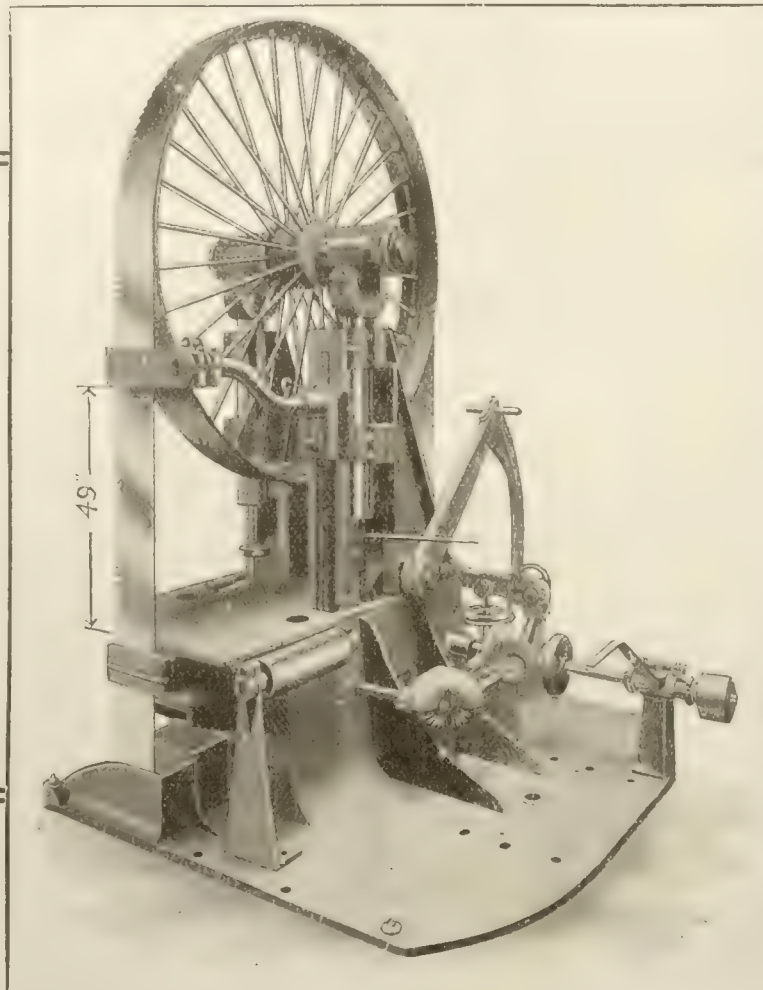
Broom,  
Hoe, Rake,  
Fork and  
Shovel  
Handles,  
Chair Stock,  
Dowel Rods,  
Curtain  
Poles,  
Shade  
Rollers,  
Whip Stocks,  
Canes,  
Veneered  
Columns,  
Ten Pins, &c.



# GARLAND

## Special Hardwood 7-ft. Band Mill

There are many good features about this mill that we will be glad to tell about. Write for catalogue and descriptive circulars.



Simplicity, Capacity, Economy on Saws. We manufacture a full line of Sawmill and Conveying Machinery.

### A few hardwood sawmill machinery installations:

Kneeland-Bigelow Co.....	Bay City, Mich.	Harbor Springs Lumber Co.....	Harbor Springs, Mich.
Kneeland-Buell Co.....	Bay City, Mich.	W. H. White Co.....	Boyne City, Mich.
W. D. Young & Co.....	Bay City, Mich.	Mud Lake Lumber Co.....	Raber, Mich.
E. C. Hargrave.....	Bay City, Mich.	Engel Lumber Co.....	Englewood, La.
Bliss & Van Auken.....	Saginaw, Mich.	Hardgrove Lumber Co.....	Hardgrove, Mich.
Salling, Hanson & Co.....	Grayling, Mich.	Churchill Lumber Co.....	Alpena, Mich.
Johannesburg Mfg. Co.....	Johannesburg, Mich.	Waccamaw Land & Lumber Co.....	Wilmington, N. C.
Michelson & Hanson Co.....	Lewiston, Mich.	Embury-Martin Lumber Co.....	Cheboygan, Mich.

# The M. Garland Co.

BAY CITY, MICHIGAN

### **CHEAPER LOGGING**

Means spending less money and getting out more logs. It is also the title of our handsome new catalogue which is by far the most beautiful work ever issued on steam logging machinery. It is intensely interesting and instructive for any lumberman, as it contains over one hundred views (in color) of various operations, and clearly shows just what our machines can do and are doing for others.

IT'S FREE

CLYDE IRON WORKS, Duluth, Minnesota.



"SKIDDING AND LOADING."

Russel Skidding and Loading  
Machinery

# INSURE'S

A Regular Supply of Logs  
Reduced Cost of Handling

They are operating successfully in Hardwood  
Timber both north and south.

We build Standard Equipment. We also  
regularly build Special Machinery to best  
meet special conditions.

Would our Catalogue interest you?

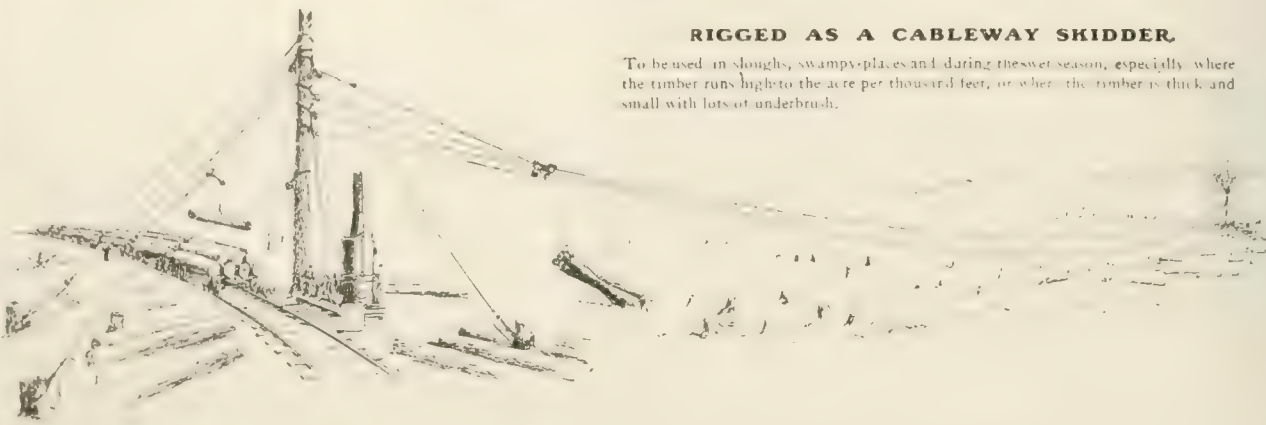
**Russel Wheel & Foundry Co.**  
DETROIT, MICH.



# Lidgerwood Combination Hardwood Logger

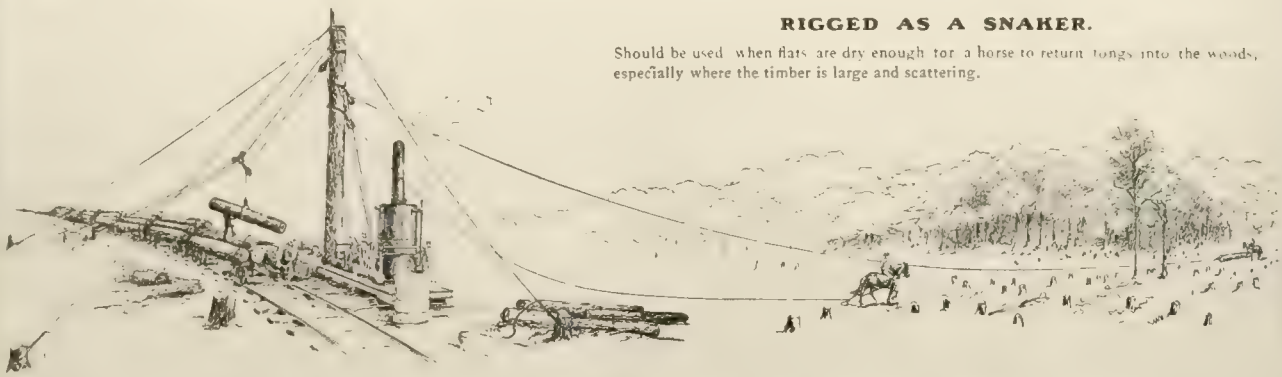
(Patented)

**Especially Designed to Log the Hardwood Flats Bordering on the Mississippi River. A Machine that Can be Used Twelve Months in the year.**



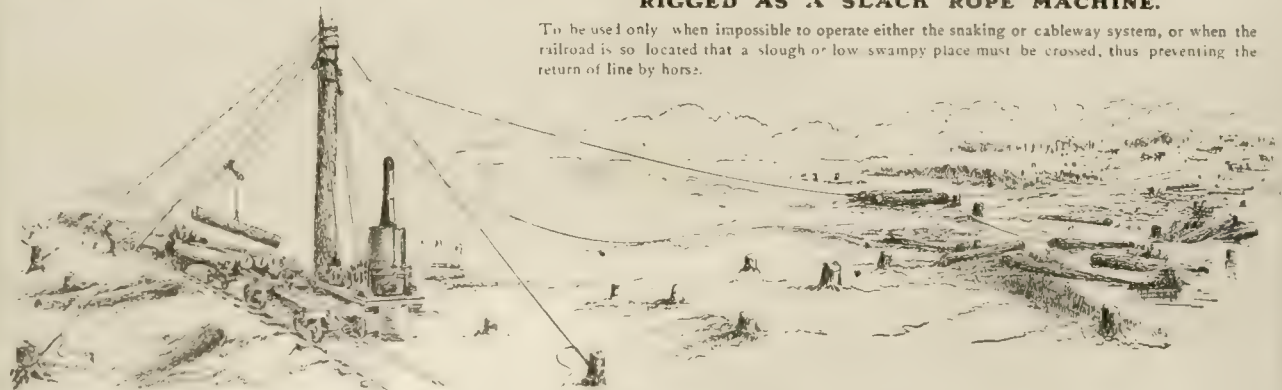
## **RIGGED AS A CABLEWAY SKIDDER.**

To be used in sloughs, swampy places and during the wet season, especially where the timber runs high to the acre per thousand feet, or where the timber is thick and small with lots of underbrush.



## **RIGGED AS A SNAKER.**

Should be used when flats are dry enough for a horse to return logs into the woods, especially where the timber is large and scattering.



## **RIGGED AS A SLACK ROPE MACHINE.**

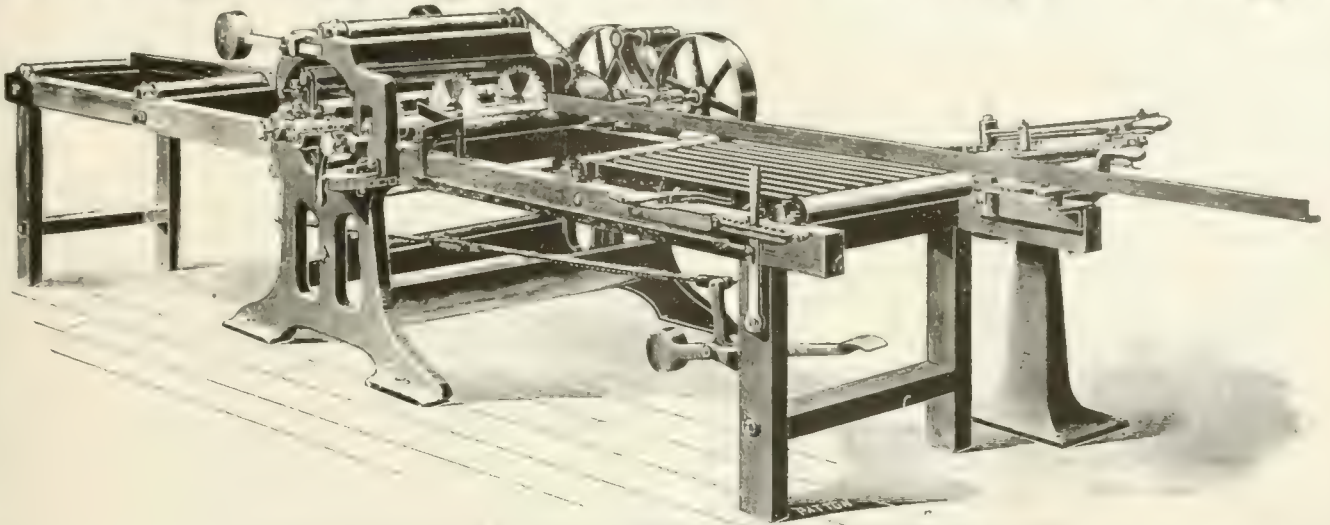
To be used only when impossible to operate either the snaking or cableway system, or when the railroad is so located that a slough or low swampy place must be crossed, thus preventing the return of line by horse.

# Lidgerwood Manufacturing Co.

96 LIBERTY STREET, NEW YORK

Logging Machinery Branch Houses: ATLANTA, GA., SEATTLE, WASH.  
Agency: WOODWARD WIGHT & CO., New Orleans, La.

# A Gang Ripping Machine That Rips Straight



IMPROVED VARIABLE FEED GANG RIPPING AND STRAIGHTENING MACHINE

The Ideal Machine for Flooring Manufacturers,  
Furniture Factories, Dimension Stock Producers, etc.

LET US TELL YOU ALL ABOUT IT

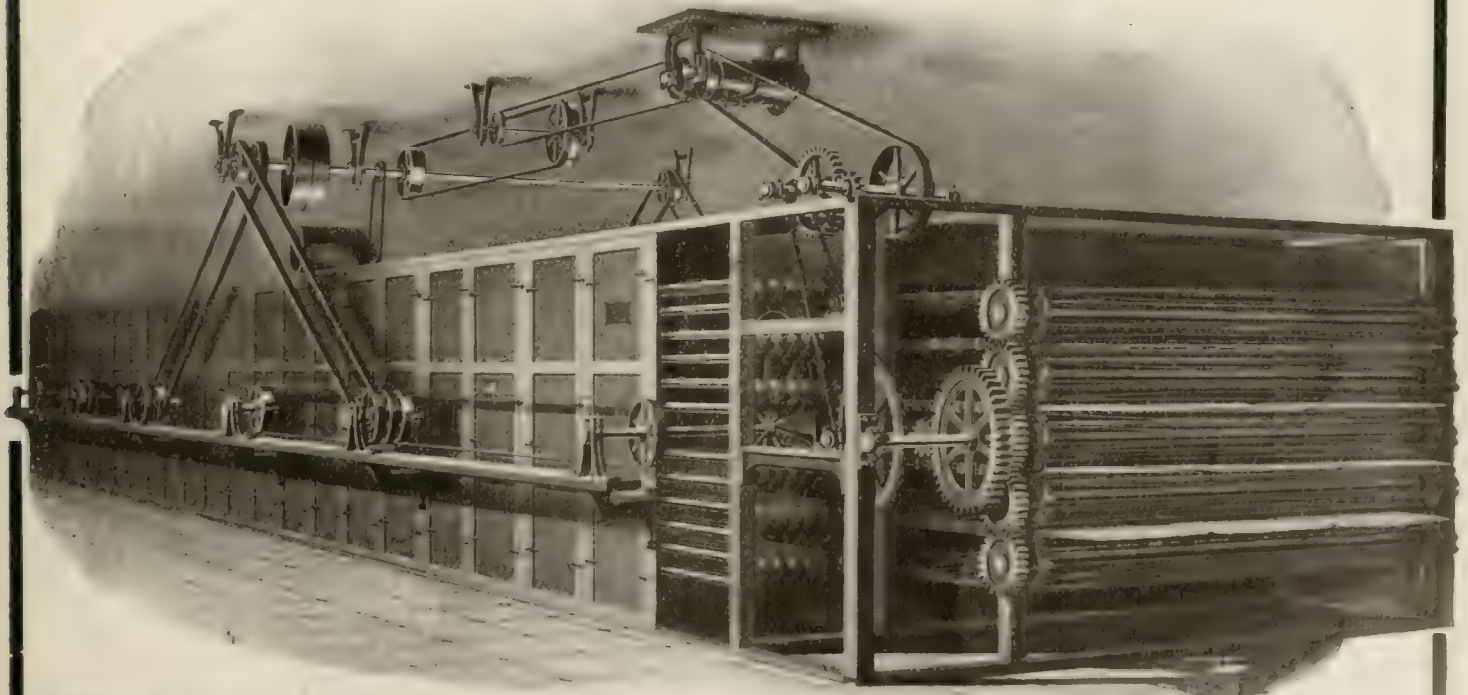
**E. & B. Holmes**  
**Machinery Co.,** BUFFALO,  
N. Y.

Catalogs of our full lines of Wood Working,  
Cooperage and Hame Machinery for the asking

Send for Book  
and lot of references.

## NEW VENEER DRYER

**"Proctor System"**  
Automatic Girt Conveyor Type



No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Roller Dryer.  
Fortieth inch handled better than Apron Dryer

The Philadelphia Textile Machinery Co., Hancock and Somerset Sts. Philadelphia, Pa., U. S. A.



We were making Fine Saws

**Before You Were Born**

and have been making  
nothing else  
since

**Just Fine Saws**

THAT'S ALL

Is it any wonder that we "know how?" We  
have learned our lesson and know  
just what YOU—yes,  
YOU—want.

TRY

**ATKINS**  
**SILVER-STEEL**  
**SAWS**

CIRCULARS,  
BANDS,  
CROSS-CUTS.

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**E. C. ATKINS & CO., Inc.**

The Silver Steel Saw People

**Home Office and Factory**  
**INDIANAPOLIS**

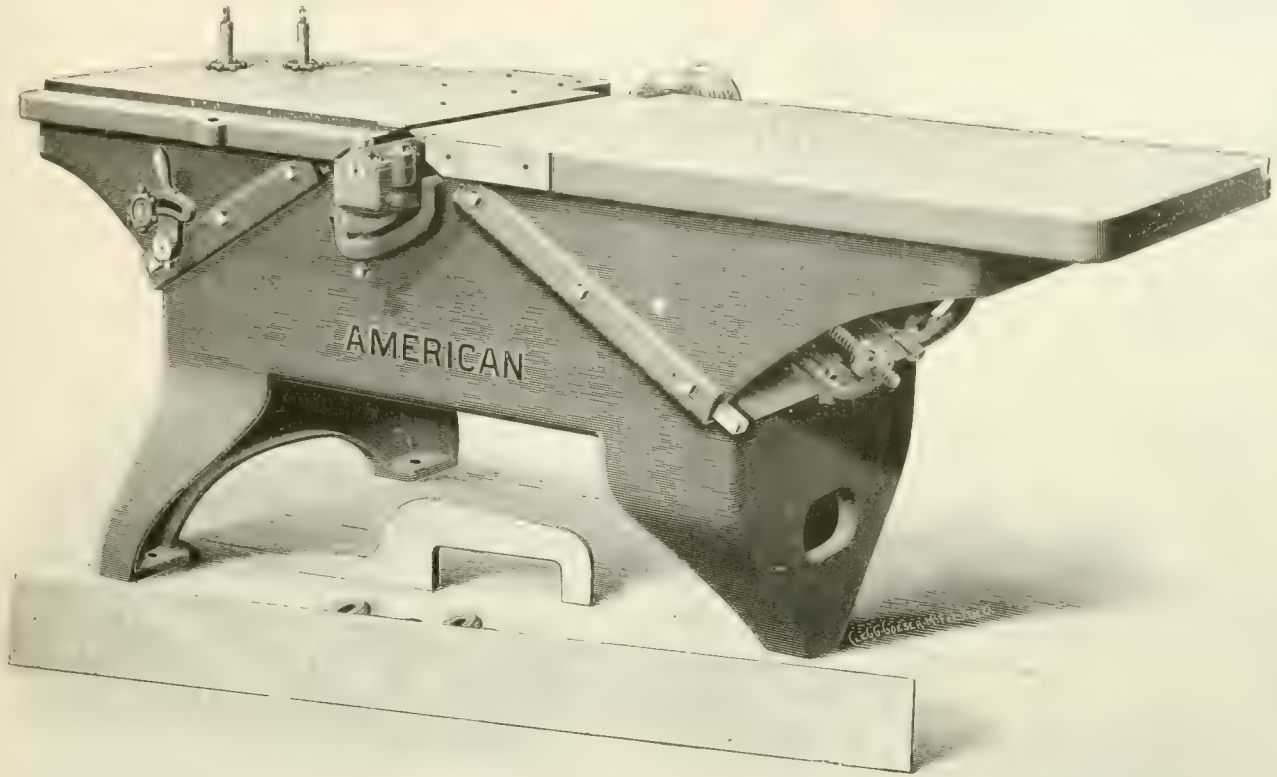
BRANCHES

ATLANTA   CHICAGO   MEMPHIS   MINNEAPOLIS  
NEW ORLEANS   NEW YORK CITY  
PORTLAND   SAN FRANCISCO   SEATTLE   TORONTO

# Over 3,500 In Use

Don't fail to investigate the merits of the American Buzz Planer and Jointer, the finest woodworking machine of its kind built; as perfect in design and construction as any tool made.

If in need of a Buzz Planer, buy an "AMERICAN."



No other Buzz Planer has the adjustments, solidity of construction and advantages of this one, nor can others do the wide range of work of which this is capable; such as squaring, smoothing, taking out of wind, glue jointing, beveling, chamfering, rabbeting, moulding, tonguing and grooving, beading, cornering, cross-graining, tenoning, etc.

## Investigate!

Write for Our Catalogue. Prices on Application

# American Woodworking Machinery Company

**General Offices, Rochester, N. Y.**

**Salesrooms:**

New York, West Street Bldg.

Chicago, Fisher Bldg.

New Orleans, Canal La. Bank Bldg.

Rochester, 591 Lyell Ave.



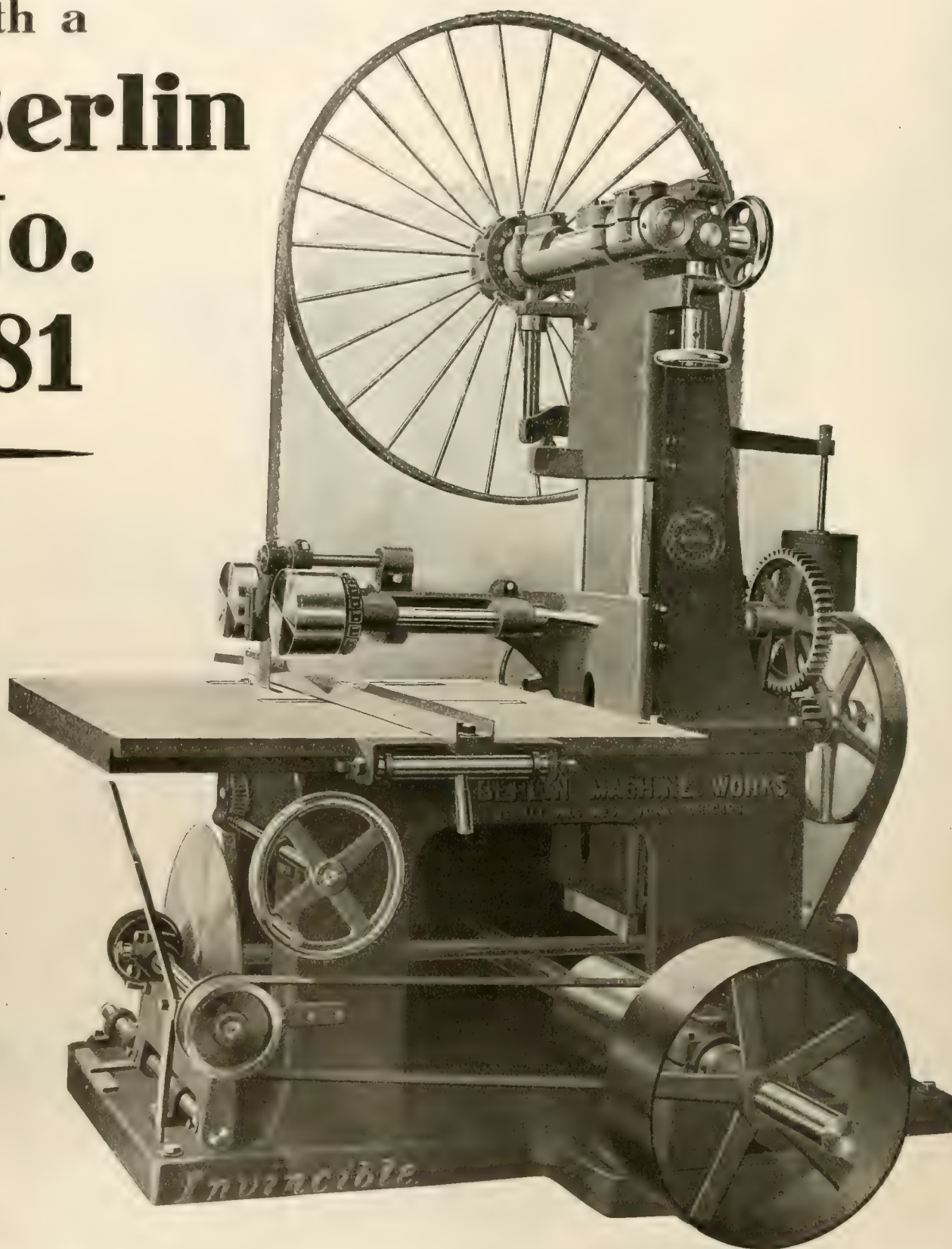
# Ripping Stock

with a

## Berlin

## No.

## 281



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met.

New York  
Chicago  
Boston  
New Orleans  
Seattle

At start you have a machine with the base **cast in one piece**, ready foundation to each working part above. There are no over-parts, you don't have to put in a concrete foundation and bolt down one, because it will run on any floor without vibration. This is **construction**.

Whether you size large timbers or rip small moulding strips, your feed stays clear. It's mighty convenient for passing stock back for second cut of passing around the table as must be done on most rip saws. Feed rolls, **not** two, are driven, giving a steady, effective feed. It has variable speed which may be stopped, started or varied throughout range, from 50 to 200 feet per minute, by a single hand lever.

The strength of the upper bearing—right here is another point—the one you are looking at is the lightest ever put on a rip saw—built with rolled steel rim, staggered steel spokes and the face ground absolutely flat as a templet. Its construction is not to be compared with the ordinary rough, cast iron spokes. If you could see the detailed construction of a great number of operations the top wheel of a Berlin Rip Saw goes through to bring it to an absolute safe and accurate running balance, you would understand one of the reasons why Berlin Rip Saws are so successful.

No. 281 is not a complicated, troublesome machine to set up or run. In detail—but every part is mechanically perfect, even the straining follows out a natural mechanical law. Here it is—just how the strain is relieved for—

From weight to fulcrum—fulcrum to upper bearings—no friction or retard instant action. Just think how sensitive and quick acting the mechanism of a rip saw must be when you are able to move the entire machine lifting it up and down with the **tip** of your **finger**.

These are just a few of the features of Berlin Rip Saws. We would like to send you a larger picture of the No. 281 and a detailed description of the machine. Then let you judge for yourself. We are willing to accept your judgment. Will you ask us to send the picture?

# The Berlin Machine Works

Beloit, Wis.

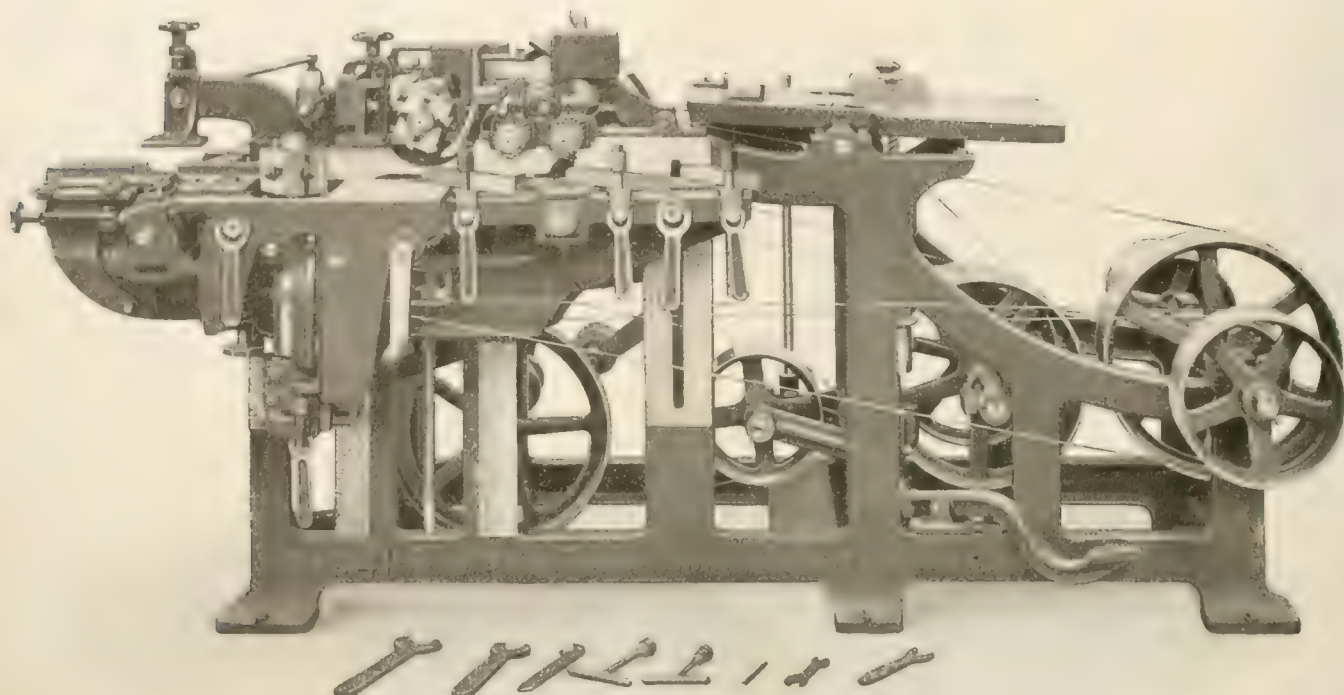
San Francisco  
Spokane  
Columbia, S. C.  
Minneapolis



**SMITH of**  
SMITHVILLE

# The Profit Builder

**SMITH of**  
SMITHVILLE



NO 141-A SASH STICKING MACHINE, WITH SASH CORD ATTACHMENT.



WE HAVE recently brought out a new Three Side Sash Sticking Machine with Sash Cord Grooving and Boring Attachment.

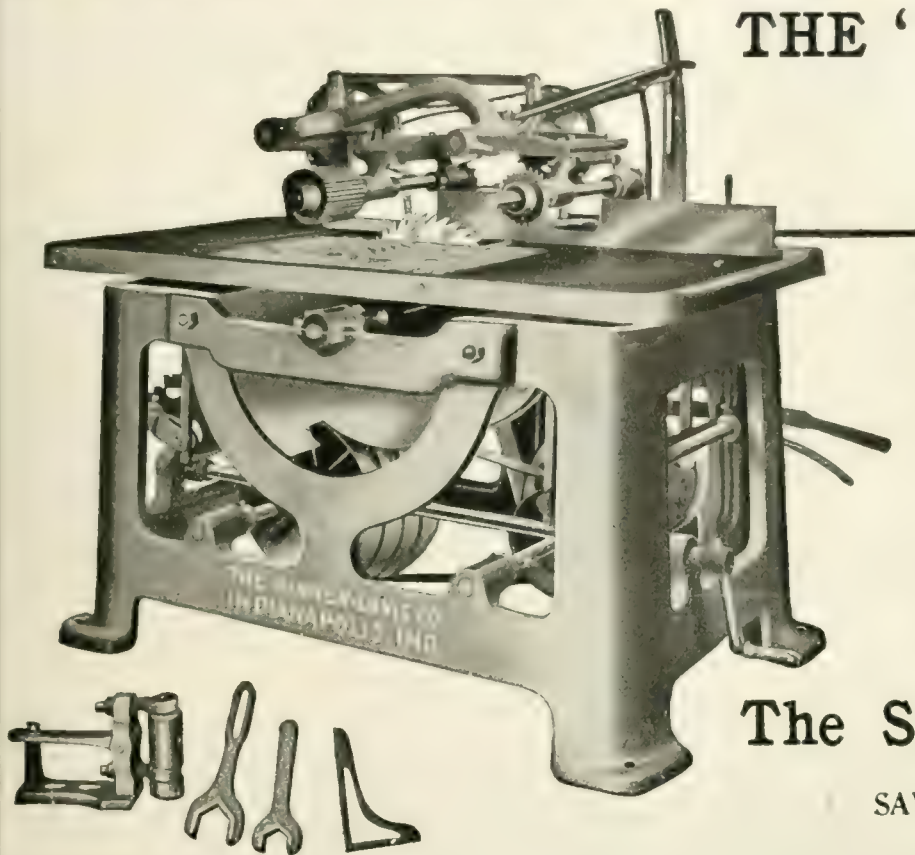
This machine is built in harmony with our purpose of the last half century to produce Wood Working Tools of the best materials and workmanship that American skill and wisdom could produce.

If you want the best tool in the market for the purpose let us tell you about this one.

**Branches:**  
New York, Chicago,  
and Atlanta

**H. B. SMITH MACHINE CO.**  
SMITHVILLE, N. J., U. S. A.

**Branches:**  
New York, Chicago,  
and Atlanta



## THE "HOOSIER" SELF-FEED RIP SAW

The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine. It has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock  $17\frac{1}{2}$  inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

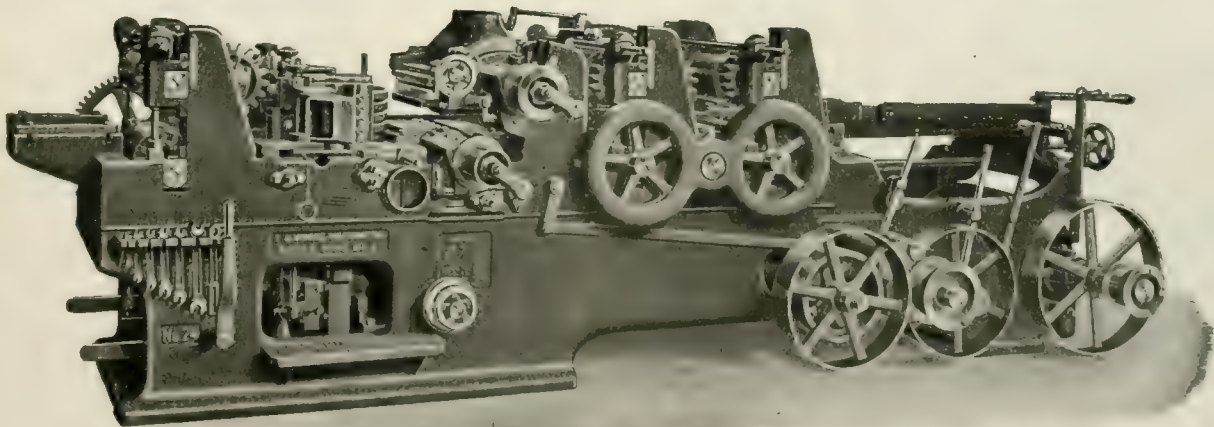
We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

### The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.

## No. 24 Special Fast Feed Planer and Matcher



SIX ROLLS. WORKS 8" TO 30" WIDE BY 6" THICK.

May be seen at our exhibit at **JAMESTOWN EXPOSITION**, Machinery Building, Section 15, Aisles B. and H. Representatives in charge will be pleased to show and explain in detail, its meritorious features.

### S. A. Wood's Machine Company, Boston

SPECIALISTS IN

CHICAGO

Floorers, Planers and Moulders

SEATTLE



## LET US KILN DRY YOUR LUMBER

Consign your carload lots direct to us.  
Switch tracks to our new modern dry kiln make it most convenient to Chicago and vicinity.

No charge for unloading and reloading.

Our dry kiln has a capacity of 600,000 feet and contains every known device that money can buy for the perfect seasoning of all lumber.

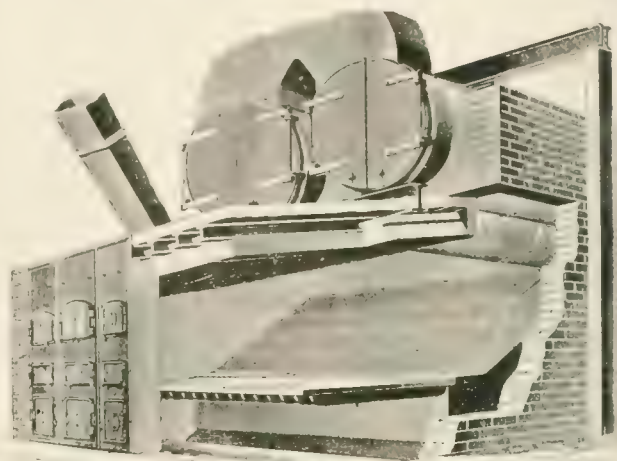
Quantities less than carload lots receive just as careful attention.

All consignments will be returned to you promptly as soon as seasoned.

Write today for prices.

**HENRY SANDERS**  
900 Elston Avenue **COMPANY** Chicago

## Quinn's Flat Top Dutch Oven Furnace For Saw and Planing Mills



### NO ARCH WORK TO FALL IN

Burn Sawdust, Shavings and Mill Refuse. Lasts for years without repairs. Top cannot fall in. Increased efficiency of your boilers 10 to 30 per cent. No equal as steam makers. Your own mechanic can erect it.

WRITE US TO-DAY FOR FULL PARTICULARS

**QUINN & CO., Cincinnati, Ohio**

Increase Your Output, Improve the Quality of  
Your Lumber and Add to Your Profits

BY PUTTING IN A

## "TOWER" GANG EDGER



OVER 3,000 IN USE

Manufactured in Thirty Different Sizes and Styles

We make a specialty of the "TOWER" 32 inch Edger, New Model, which is designed for mills cutting not to exceed 20,000 feet in ten hours.

It takes up little room.

Requires little power.

Is cheap.

Does perfect work.

**The Gordon Hollow Blast Grate Co.**  
GREENVILLE, MICHIGAN

The Largest Manufacturer of Grates, Edgers and Trimmers in the World.

## We Manufacture All Kinds of High-Grade Circular Saws

Shingle Saws  
Heading Saws  
Grooving Saws  
Edger Saws  
Bolting Saws  
Concave Saws  
Trimmer Saws  
Gang Saws  
Drag Saws, Etc.

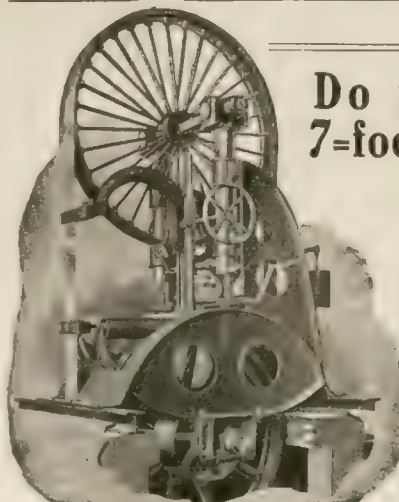


Also Dealers in  
Saw Swages and  
General Saw  
Mill Supplies

Write for  
our new Catalog  
and Discounts

Special  
attention given  
to Saw  
Repairing

**Michigan Saw Co.** 101 to 109 Germania Avenue **Saginaw, Mich.**



## Do you want a 7-foot band mill?

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mfg. Co.**  
Eau Claire, Wis.

J. B. RANSOM, Pres.

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W. A. RANSOM, Sec. and Mgr.

C. R. RANSOM, Treas.

# GAYOSO LUMBER COMPANY

MANUFACTURERS AND DEALERS IN

## Hardwood Lumber and Wagon Stock

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W. J. CUDE, Pres.

J. B. RANSOM, Vice-Pres.

A. B. RANSOM, Sec'y.

# W. J. Cude Land & Lumber Company

1013-1014 Stahlman Building  
Nashville

MANUFACTURERS OF

## Poplar, Oak, Chestnut and Gum Lumber

Mills and Yards at Kimmins, Tenn., Colesburg, Tenn., and Cude, Miss.

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECY. AND TREAS.

# JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

## Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you if anyone can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

J. B. RANSOM, Pres.

A. B. RANSOM, Secy

R. J. WILSON, Treas.

# NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

## "ACORN BRAND"

### OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

**Delivered Anywhere**

**NASHVILLE, TENNESSEE**



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

## The General Lumber Co.

Manufacturers

**Yellow Pine, White Pine  
Hemlock and Hardwoods**

**COLUMBUS, OHIO**

## McLaughlin - Hoffman Lumber Co.

206-207 Schultz Building, Columbus, O.

**Wholesale Hardwoods**

**PINE, HEMLOCK, CYPRESS**



Will Contract Mill Cuts for Cash

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

Yellow Pine, Poplar and Hardwoods

**John R. Gobey & Co.**  
**Wholesale Lumber**  
**Columbus, O.**

1,000,000 ft. Dry 2 in. No. 1 Norway

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

### OFFERS:

5 Cars 4/4 1st and 2nd Poplar—7" to 17"  
4 Cars 4/4 1st and 2nd Poplar—18" to 23"  
3 Cars 4/4 Poplar Box Boards—7" to 12"  
10 Cars 4/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 No. 2 Common Poplar  
3 Cars 4/4 No. 3 Common Poplar  
2 Cars 5/4 No. 1 Common Poplar (Selects in)  
8 Cars 8/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 1st and 2nd White Oak  
15 Cars 4/4 1st and 2nd Red Oak  
15 Cars 4/4 No. 1 Common Red Oak  
10 Cars 4/4 No. 1 Common White Oak  
10 Cars 4/4 No. 2 Common White Oak  
20 Cars 4/4 Mill Cull Oak  
3 Cars 4/4 Common and Better Chestnut  
1 Car 6/4 Common and Better Chestnut  
4 Cars 4/4 No. 1 Common Chestnut  
5 Cars 5/4 Sound Wormy Chestnut  
5 Cars 6/4 Sound Wormy Chestnut  
10 Cars 4/4 Sound Wormy Chestnut  
10 Cars 8/4 Sound Wormy Chestnut

### ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR  
Full line of **HARDWOODS**. Write us.  
**POWELL LUMBER CO., :: Columbus, O.**

... THE ...

## CRESCENT LUMBER CO.

MANUFACTURERS OF



**Hardwood Lumber**

MARIETTA, O.

## Pennsylvania Door & Sash Co.

**HARDWOOD DOORS  
AND INTERIOR FINISH**

NEW YORK

PITTSBURG

PHILADELPHIA

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood and Elm. Main office, South Bend, Ind. Office and Yards, North Memphis.

MEMPHIS - - TENN.

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

### Southern Hardwoods

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and grades ready for shipment—October 1st stock list:

Ash . . . . .	750,000 ft.	Pl. White Oak . . . . .	300,000 ft.
Qtd. White Oak . . . . .	100,000 ft.	" Red Oak . . . . .	600,000 ft.
" Red Oak . . . . .	150,000 ft.	Cypress . . . . .	500,000 ft.

## ANDERSON-TULLY CO.

OFFER STOCK FOR SALE:

### COTTONWOOD

100,000' 4/4x6" and up 1st & 2ds.  
40,000' 4/4x12" 1sts & 2ds  
30,000' 4/4x18" and up 1sts & 2ds  
100,000' 4/4x13" and up No. 1 com.  
50,000' 5/4x8" to 13" 1sts & 2ds  
100,000' 5/4x12 and 13" 1sts & 2ds  
75,000' 6/4x8" and up 1sts & 2ds  
150,000' 4/4x9 to 12" box boards  
100,000' 4/4x13 to 17" box boards

### CYPRESS.

15,000' 4/4 1sts & 2ds  
90,000' 4/4 selects  
50,000' 4/4 shops

### RED GUM.

150,000' 1/2x6" and up 1sts & 2ds  
125,000' 3/8x6" and up 1sts & 2ds  
50,000' 5/8x6" and up 1sts & 2ds  
100,000' 4/4x6" and up 1sts & 2ds  
100,000' 4/4 No. 1 common

### SAP GUM

50,000' 1/2x6" and up 1sts & 2ds  
50,000' 3/4x6" and up 1sts & 2ds  
175,000' 1x6" and up 1sts & 2ds  
250,000' 4/4x6" to 12" 1sts & 2ds  
100,000' 4/4x13" to 16" 1sts & 2ds  
100,000' 4/4x16" to 21" 1sts & 2ds  
100,000' 4/4x22" and up 1sts & 2ds  
300,000' 4/4" No. 1 common  
300,000' 4/4" No. 2 common

### RED OAK

150,000' 3/4" 1st & 2ds plain  
25,000' 1" 1st & 2ds plain  
75,000' 4/4" 1st & 2ds plain  
100,000' 4/4" No. 1 com. plain

### WHITE OAK

50,000' 1/2" 1sts & 2ds plain  
50,000' 3/4" 1sts & 2ds plain  
50,000' 4/4" 1sts & 2ds plain

### COFFIN BOARDS

15,000' 4/4x12" and up

MEMPHIS, TENNESSEE

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
and Office

Memphis, Tenn.

Saw Mills:  
Memphis, Tenn.  
Mobile, Ala.

MANUFACTURERS OF

## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding, Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds Rough and Dressed Lumber. Send us your orders for Bay Poplar; 1,000,000 feet bone dry and ready for market in all thicknesses and grades.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres.

Geo. W. Fooshe, Secretary.  
C. J. Tully, Treasurer.

### ROBERTSON-FOOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARD WOOD LUMBER.  
We make a specialty of mixed cars, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## S. C. MAJOR LUMBER COMPANY

WHOLESALE

### Southern Hardwoods

MEMPHIS, TENN.

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cottonwood Poplar, Tupelo and Red Gum

SPECIALTY: THIN OAK and GUM

G. A. FARBER Tennessee Trust Building MEMPHIS, TENN.

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and Gum. All Grades for Quick Shipment. Kindly send in your inquiries.

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

## QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

## YELLOW PINE

And Everything in Lumber

## Willson Bros. Lumber Co.

MANUFACTURERS

## WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## DRY STOCK

Ready for Quick Shipment

2 cars	1x18 to 23" panel and No. 1 poplar
6 "	1" 1st and 2nds poplar
6 "	1" No. 1 common poplar
6 "	1" No. 2 common poplar
8 "	1" mill cull poplar
2 "	1x18" and up panel and No. 1 cottonwood
5 "	5/4 No. 1 common cottonwood
15 "	1x13 to 17" box boards cottonwood
20 "	1x8 to 12" box boards cottonwood
19 "	1x13 to 17" 1st and 2nds cottonwood
21 "	1x13 to 17" No. 1 common cottonwood
20 "	1x6 to 12" 1st and 2nds cottonwood
15 "	1x4" and up No. 1 common cottonwood
20 "	1x4" and up No. 2 common cottonwood
15 "	4/4 1st and 2nds plain red and white oak
24 "	4/4 No. 1 common plain red and white oak

## American Lumber & Mfg. Co.

PITTSBURG, PA.

## Kiln Dried Dimension Stock

## OAK, MAPLE and BEECH

If interested send us list of your sizes and we will quote delivered prices.

## LINEHAN LUMBER CO.

PITTSBURG, PA.

## All Lumbermen, Attention!

We do what you can't do.

We measure your stumpage correctly.

We make your maps correctly.

Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

## STOCK LIST

9 cars 4x4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10S1S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA. 5

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawed Stocks

Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## Mead & Speer Company

PITTSBURG, PA.

Oak, Poplar and Hardwoods  
Car Stock and R. R. TimbersMILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## Bruckman Lumber Co.

### Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## HENDERSON LUMBER CO.

Commonwealth Bldg.

PITTSBURG, PA.

## HARDWOODS

MINE LUMBER

a Specialty.

*For Sale Now*  
800,000 ft. 4 and 8-4 Oak  
*For Shipment on Grade*  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Crating Lumber a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURG, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6-8 and 12-4—1 and 2  
200M 8-4 " " " " Plain Sawed White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.

Mine Lumber, Ties and Rails.

Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED.

## E. H. FALL

EXPORTER  
... OF ...WALNUT, POPLAR  
AND  
BIRDSEYE MAPLE LOGSCash paid for Black Walnut Logs at point of shipment. If you have  
any walnut logs to offer, write me.  
I have some Sycamore, Red Oak, Ash and other hardwood logs which  
I am prepared to saw to order. Correspondence solicited.  
Can also supply Black Walnut lumber, sawed to any specification  
required.

PORT CLINTON : OHIO

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

## QUARTERED OAK, POPLAR

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawed



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

Flat Panels, Tops  
AND  
Cross Banding

GOSHEN

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## The Louisville Veneer Mills

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THIN LUMBER  
PANEL STOCK

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

VENEERS  
AND THIN LUMBER

MUNISING

MICHIGAN

## HENRY S. HOLDEN

Grand Rapids, Mich., Madison Square Sta.

Fancy Wood Veneer { Mahogany, Figured Birch,  
Birds-Eye Maple, Quarter  
Sawed and Sliced Oak

Poplar, Red Gum,  
Birch, Maple  
Cut Right Dried Right

Cross-Banding  
Drawer Bottoms  
Center Stock

Mahogany Lumber: African, Cuban, Mexican

## SEDRO VENEER CO.

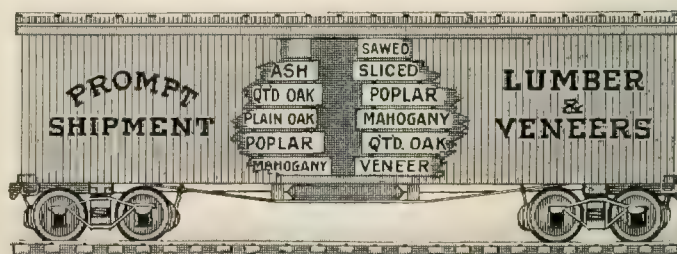
ROTARY CUT VENEER

Our Specialty

## Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO-WOOLLEY, - - WASHINGTON



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO

## The Cadillac Veneer Company

MANUFACTURERS OF

TWO, THREE AND FIVE PLY

# PANELS

AND ROTARY CUT STOCK

Cadillac

Michigan

WRITE FOR PRICES

## R. CONNOR CO.

WHOLESALE MANUFACTURERS



Wisconsin  
Hardwood

PINE AND HEM-  
LOCK LUMBER

Mills at  
Auburndale, Wis., on W. C. R. R.  
Stratford, Wis., on C. & N. W. R. R.

Marshfield, Wis.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are offering Red Birch in thicknesses, 1" to 2½" common and better, also Maple, Birch and one quarter sawed

## RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the highest grade as to workmanship and quality.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

## Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

## DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick Deliveries Guaranteed.

## JOHN R. DAVIS LUMBER COMPANY

PHILLIPS, WISCONSIN

## FRANK CARTER CO.

MANUFACTURER

## WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
200,000 feet 1 in. No. 3 Common and Better Red Oak.  
50,000 feet 1 in. No. 1 Common and Better Butternut.  
75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
FILLED

General Offices:  
MENOMONIE, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

We have the following amounts of thoroughly seasoned stock ready for immediate shipment

11 000 ft. 1½ in. No. 2 Common Plain Birch.  
30 000 ft. 1 in. First and Second Red Birch.  
2 500 ft. 2 in. First and Second Red Birch.  
40 000 ft. 1 in. No. 1 Common Red Birch.  
22 000 ft. 1 in. End Dried White Birch.  
45 000 ft. 1½ in. No. 1 Com. & Bet. Plain Birch.  
400 000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
300 000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
50 000 ft. 1 in. No. 3 Common Plain Birch.  
100 000 ft. 1 in. No. 3 Common Maple.  
45 000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.  
20 000 ft. 1 in. No. 2 Com. & Bet. Red Oak.  
15 000 ft. 1 in. No. 1 Common Basswood.  
15,000 ft. 1 in. No. 1 Common & Better Bass.

Send Us Your Orders

# North Western Lumber Company

## Birch a Specialty

Want to move 1", No. 1, No. 2 and No. 3 Common

General Offices, EAU CLAIRE, WIS.

Mills at STANLEY, WIS.



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## Hayden & Westcott Lumber Co.

IN MARKET FOR

### POPLAR

25 M ft. 3-4" 1 and 2; standard 1 and 2; standard 1 and 2; 35 M ft. 1-1 1/2 1 and 2; standard 1 and 2; standard 1 and 2; 35 M ft. 1-1 1/2 1 and 2; standard 1 and 2; standard 1 and 2; 35 M ft. each 2-4 2 and 4; standard 2 and 4; standard 2 and 4

### ROCK ELM

200 M ft. 5-4 No. 1 Common and better  
500 M ft. 5-4 No. 1 Common and better

### BLACK ASH

50 M ft. each 4-4, 5-4 and 6-4 No. 1 common and better

### OAK AND ASH

100 cars car oak framing  
25 cars white ash from 1" to 4" green or dry 1s and 2s

511 Railway Exchange, - Chicago

## Chicago Car Lumber Co.

PULLMAN BUILDING, CHICAGO

We Want to Move :

1 inch No. 3 and No. 4 Poplar  
1 inch No. 2 Common Poplar

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND  
CAR AND R. R. MATERIAL

## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## In the Market

To Buy

Ash, Hickory, Poplar and Oak Lumber.  
Also Wagon Stock.

Wanted—Hardwood Logs for Our Memphis Mill

RYAN & McPARLAND  
CHICAGO...MEMPHIS

## Keys-Fannin Lumber Company

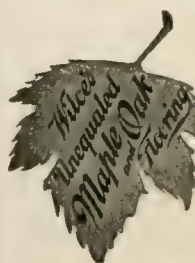
Manufacturers of Band  
and Circular Sawn

## SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock  
Bass and Chestnut. Give us a trial.

Herndon, Wyoming Co., W. Va.

## A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

THE BUFFALO MAPLE FLOORING CO.

MANUFACTURERS OF

MICHIGAN ROCK MAPLE AND OAK FLOORING

BUFFALO, NEW YORK

## A. B. SMITH LUMBER CO.

PADUCAH, KY.

Manufacturers of Southern Hardwoods



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## Estabrook-Skeele Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED **RED CYPRESS**  
LOUISIANA GULF COAST

Products Exclusively

Telephone  
Harrison 4930 1703 Fisher Bldg., CHICAGO, ILL.

## CHAS. DARLING & CO.

Southern  
Hardwoods

**22nd Street and Center Avenue - CHICAGO**

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## R. A. HOOTON LUMBER CO.

First National Bank Building

Wanted { 500,000 to 1,000,000 ft. 1 in. Log Run Gum.  
100,000 to 200,000 ft. 1 in. 1sts and 2nds Plain Red Oak.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

**A. W. WYLIE,**

1101 FISHER BUILDING  
CHICAGO, ILLS.

**E. D. Matthews Lumber Co., Cairo, Ill.**  
Wholesale Southern Hardwoods

Oak, Ash, Cypress, Gum, Cottonwood, Elm and Bridge Plank.

When in market, write us. GOOD GRADES. Prompt shipments.  
Inquiries answered promptly.

## Heath Witbeck Co. CHICAGO

HALLEY, ARK. THEBES, ILL. McEWEN, TENN.

**WE OFFER FOR QUICK SHIPMENT:**

50 M. ft. 1" and thicker, No. 2 Com. White Ash.  
50 M. ft. 1 1/2" 1s and 2nd Quartered Red Oak.  
100 M. ft. 3/4" No. 1 Com. and Better Plain Red Oak.

Write us for delivered quotations.

**NUMBER 6 MADISON STREET**

## ERNEST B. LOMBARD

Manufacturer and Wholesale

Northern and Southern  
Hardwoods

**Railway Exchange - CHICAGO**

**CO-OPERATIVE MILL & LUMBER CO., (Inc.)**  
ROCKFORD, ILLS.

**Want Poplar, Oak, Gum, Hickory, Birch and Maple**  
SEND STOCK LIST AND PRICES.

**W. A. DAVIS**  
SOUTHERN HARDWOODS

1612 Marquette Bldg., CHICAGO

Branch Offices: PADUCAH, KY., and MEMPHIS, TENN.



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

MICHIGAN ROCK MAPLE and other HARDWOODS

LARGE CAPACITY    PROMPT SHIPMENTS    RAIL OR CARGO

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW

BACKED and

BUNDLED

## The Manistee Planing Mill Co.

Manistee, Mich.

Manufacturers



### J. S. GOLDIE

Cadillac, :: Michigan.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.

Correspondence Solicited Especially on  
White Maple.

# "WHITE" ROCK MAPLE FLOORING

From Tree to Finish Under our Exclusive Control

W. H. WHITE CO.

Boyne City, Mich.

SALES DEPARTMENT: 1036-37 MAJESTIC BLDG., DETROIT.

You can't go astray  
when in the market

IF YOU WRITE THE

## Northern Lumber Company

RUSH CULVER, Pres.

BIRCH, MICHIGAN

☐ We manufacture from our own forests, the finest line of Northern Hardwoods on the market. ☐ We have the woods, the machinery, the experience, enabling us to fill your orders right.

## A. F. ANDERSON, CADILLAC MICHIGAN

Specialist in winter sawed, end-piled, under shed, clear

## White Hard Maple

4/4 to 8/4 in thickness.

Good Stock. All Michigan Hardwoods.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## MICHIGAN BASSWOOD

5 M 5-4 1s and 2s, White.  
 10 M 5-4, No. 1 Common, White.  
 230 M 4-4 to 6-4, 1s and 2s.  
 46 M 4-4 to 6-4, No. 1 Common.  
 85 M 4-4 to 8-4, No. 2 Common.  
 200 M 5-4 and 6-4, Log Run.

Dry Stock. Prompt Shipment. Write for Prices.

**BRIGGS & COOPER CO., Limited**

SAGINAW, MICH.

MEMPHIS, TENN.

## DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Orndorff, W. Va., Heaters W. Va., and Parkersburg, W. Va.

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

**Northern and Southern  
 Hardwood Lumber**

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on its merits alone. It comprises all the features desirable in good flooring. Made by the latest, most approved machinery methods and best skilled labor. We believe we can make it to your interest to handle our "Chief Brand" and will appreciate your inquiries.

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## J. S. WEIDMAN

MANUFACTURER OF

**Hemlock and Hardwoods**

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.

**Lumber and Hardwood Flooring**

Write us for Special Prices on following:

180 M. ft. 8 4 White Maple, largely 1st and 2nds.  
 80 M. ft. 8 4 Common and Better Tamarack.  
 1 Car 6 4 No. 1 Common Birch.  
 1 Car 5 4 No. 1 Common Birch.  
 1 Car each 4 4, 5 4 and 6 4 White Maple.  
 75 M. ft. 4 4 Hard Maple 1st and 2nds.  
 75 M. ft. 5 4 Hard Maple 1st and 2nds.

**OUR SLOW METHOD** Of Air Seasoning and Kiln Drying

1 X L POLISHED

**ROCK MAPLE FLOORING**

Enables us to offer you an excellent and superior product—  
 One which has stood the test 20 years.

WRITE TODAY FOR PRICES AND BOOKLET

**Wisconsin Land & Lumber Co.**

Hermansville, Michigan

## SALLING, HANSON CO.

MANUFACTURERS OF

**Michigan Hardwoods**

GRAYLING, MICHIGAN



# CINCINNATI

THE GATEWAY OF THE SOUTH

## C. CRANE & COMPANY

MANUFACTURERS

Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

### THE MALEY, THOMPSON & MOFFETT CO.

Always in the Market for  
BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS,  
LUMBER OF ALL KINDS.

CINCINNATI, : : : OHIO

### BENNETT & WITTE

Manufacturers of Lumber

Oak—Ash—Elm—Gum—Cypress  
and Cottonwood

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

We have a stock and ship Straight Grades  
Domestic and Export

### The Stearns Company

MANUFACTURERS OF

Northern and Southern  
HARDWOODS

Grand Rapids, Mich.

Cincinnati, O.

### Cincinnati Hardwood Lumber Co.

GEST AND SUMMER STREETS

Wholesalers Mahogany, Thin Lumber, Veneers

Finely figured quarter sawed oak veneers a specialty.

### THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buys and Sells: Walnut, Oak, Poplar, Chestnut

### W. H. & G. S. STEWART

Hardwood Lumber

CINCINNATI, OHIO

We want to move 100 M feet 2 in. No. 1 Common  
Quartered White Oak, Dry.

### The Wm. H. Perry Lumber Co. HARDWOOD MANUFACTURERS

Oak, Chestnut, Poplar, Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Ave., CINCINNATI

### The Pratt-Worthington Co.

CROFTON, KENTUCKY

SPECIALISTS IN THE MANUFACTURE OF  
OAK SAWED FELLOES AND HOUNDS TO PATTERN

# CINCINNATI

THE GATEWAY OF THE SOUTH

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

### HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, Especially 1 1/4-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE



## THE FREIBERG LUMBER CO.

Manufacturers of

**Tabasco Mahogany  
Walnut, Oak**

Poplar, McLean and Findlay Aves.  
CINCINNATI, O.

## MOWBRAY & ROBINSON

SPECIALISTS IN

### OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

**KENTUCKY LUMBER COMPANY**

CINCINNATI, OHIO

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
Cypress Red Gum Oak

## WE OWN

and operate our own mills,  
they are new and the best.

Two million feet on sticks,  
4/4, 5/4, 6/4 and 8/4 Plain  
Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.

Send us your  
inquiries.



Mercantile Library Building, Cincinnati, Ohio

## A LITTLE TIP FOR YOU

Just glance over the choice list of specials below, tell us what strikes  
your fancy, and we will do the rest.

100,000 feet 4/4, 6/4 and 8/4 Log Run Pecan  
150,000 feet 4/4 Cottonwood Box Boards, 8" to 12" wide  
150,000 feet 4/4 Cottonwood Box Boards, 13" to 17" wide  
500,000 feet 4/4 1 and 2 Cottonwood, 8" and up, 40% 13" and up  
30,000 feet 4/4 Poplar Box Boards, 13" to 17" wide  
30,000 feet 4/4 1 and 2 Poplar, 18" to 24" wide  
30,000 feet 4/4 and 8/4 Log Run Sycamore  
25,000 feet 4/4 Log Run Elm  
22,000 feet 4/4 Gum Box Boards, 8" to 12" wide  
29,000 feet 4/4 Gum Box Boards, 13" to 17" wide  
100,000 feet 4/4 to 8/4 Log Run Ash, 50% 1 & 2, 35% No. 1 Com.,  
15% No. 2 Com.  
150,000 feet 4/4 No. 2 Common Poplar.

## T. B. STONE LUMBER CO.

CINCINNATI, OHIO

IMPORTANT: Address all communications to Room 1030, Union Trust.

# THE WIBORG & HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

## White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.



# INDIANA

WHERE THE BEST HARDWOODS GROW

## Black Walnut & Plain Oak

C. J. FRANK

LOGANSPOUT, IND.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.  
Walnut our specialty.  
Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Quartered Oak and Sycamore

SEYMOUR, IND.

## Young & Cutsinger

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Fine Figured Quartered Oak

EVANSVILLE, INDIANA

## NOVEMBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## OCTOBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
bone dry. Write us any time.

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

P. O. Box 312, MEMPHIS, TENN.

940 SENECA STREET

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

# Company

Ashland, Kentucky

## GILCHRIST-FORDNEY CO.

Everything in Mississippi  
Long Leaf Yellow Pine

Mills: Laurel, Miss. SALES OFFICE 1406 TENNESSEE TRUST BLDG. MEMPHIS, TENN.

## Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN-HARDWOOD COMPANY GUILL-STOVER LUMBER COMPANY

Manufac-  
turers

### OAK, ASH, COTTONWOOD, GUM AND CYPRESS

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Hardwood Record

Thirteenth Year.  
Semi-monthly.

CHICAGO, NOVEMBER, 25, 1907.

{ Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

## C. L. WILLEY

MANUFACTURER OF

### Mahogany, Veneer HARDWOOD LUMBER

Office, Factory and Yards: **1225 Robey St.,**

BAND MILLS  
MEMPHIS, TENN.

(Telephone)  
Canal 930

**Chicago**

*Mr Manufacturer;- We want  
you to try a sample car of  
our Red Gum. Yours truly  
Himmelberger-Harrison Lbr Co.  
Morehouse, Mo.*

## Some of Our Claims for Your Recognition

A Company of High Financial Standing, Insuring Lumber Manufacturers  
and Dealers and Woodworkers Only.

Prompt and Satisfactory Adjustment of Losses.

Present Dividend to Policy Holders at Rate of \$35.00 on \$100.00 of Premium.

### THE LUMBER MUTUAL FIRE INSURANCE CO., OF BOSTON, MASS.

141 MILK STREET

The Davidson-Benedict Company  
NASHVILLE, TENNESSEE

Everything in

### Southern Hardwoods

POPLAR, CHESTNUT, ASH, OAK  
(Plain and Quartered.) Straight or Mixed Cars.

DRESSED POPLAR ANY  
WAY YOU WANT IT.

YOU GET WHAT YOU BUY FROM  
US. ASK FOR OUR DELIVERED  
PRICES, ANY RAILROAD POINT.

THE ATLANTIC LUMBER CO.  
2 Kilby St., BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

### WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU.

There are many advantages in having insurance in regularly incorporated stock companies.  
The stock companies specializing in lumber insurance are—

Lumber Insurance Co. of New York  
84 William St., New York

Adirondack Fire Insurance Co.  
84 William St., New York

Toledo Fire and Marine Insurance Co.  
Sandusky, Ohio

COMBINED ASSETS OVER \$1,000,000.

For particulars address Lumber Insurers General Agency, Underwriting Managers, 84 William St., New York.



# Did You Say Hardwoods?

WRITE

## Cherry River Boom & Lumber Co.

SCRANTON, PENN.

BRANCH OFFICES;

Land Title Bldg., PHILADELPHIA, PA. [ RICHWOOD, W.VA., CAMDEN-ON-GAULEY, W.VA.  
1 Madison Ave., NEW YORK, N. Y. HOLCOMB, W. VA. ]

BAND MILLS:

[DAILY CAPACITY 500,000 FEET

### "THE BEST LUMBER"

## BETTER BUY BIRCH

WHILE THERE IS STILL  
A GOOD  
ASSORTMENT OF  
THICKNESSES AND  
GRADES

### G. W. JONES LUMBER CO.

Appleton

Wisconsin

## THOMAS FORMAN CO.

DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

### Maple and Oak Flooring

We desire to move promptly a large quantity of

13-16x1½" Clear Quarter Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed Red Oak Flooring.  
13-16x1½" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

## November Stock List

HARD MAPLE		BEECH		BASSWOOD	
1 in.	1,000,000 ft.	1 in.	100,000 ft.	1 in.	300,000 ft.
1½ in.	100,000 ft.				
1½ in.	100,000 ft.	BIRCH		GRAY ELM	
3 in.	50,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
4 in.	50,000 ft.	1½ in.	100,000 ft.	1½ in.	200,000 ft.
		2 in.	100,000 ft.	3 in.	200,000 ft.
		2½ in.	50,000 ft.		

### Kelley Lumber & Shingle Co.

Traverse City, Mich.

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, NOV. 25, 1907

4-4 Birch, No. 2 Common and Better.....	55M
4-4 Birch and Cherry, No. 3 Common .....	65M
4-4 Gray Elm, No. 1 Common .....	20M
4-4 Gray Elm, No. 2 Common .....	13M
4-4 Gray Elm, No. 3 Common .....	87M
8-4 Gray Elm, 1s and 2s .....	28M
1x10 to 14 in. Hard Maple, 1s and 2s .....	100M
1x15 and up Hard Maple, 1s and 2s.....	20M
4-4 No. 3 Common Maple and Beech .....	500M
4-4 No. 4 Hardwoods .....	21M
5-4 Hard Maple, 1s and 2s.....	21M
6-4 Hard Maple, 1s and 2s.....	19M
6-4 Hard Maple, No. 1 and 2 Common .....	20M
6-4 Hard Maple, Step Plank .....	46M

PLEASE SEND US YOUR INQUIRIES

**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

—MANUFACTURERS—  
"CUMMER" MAPLE  
AND BEECH FLOORING

### MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## The Cadillac Handle Co.

CADILLAC, MICHIGAN  
We Offer For Sale

- 5 cars 4/4 Hard Maple, 1sts and 2nds, 10 to 15% No. 1 common in it.  
7000' 4/4 Bird's-Eye Maple, guaranteed 75% 1sts and 2nds.  
2 cars Maple and Beech dimension, 2" and over wide by 12, 18, 24,  
30 and 36" long.  
1 car 6/4x6/4 Maple and Beech dimension, 12, 18, 24, 30 and 36" long.  
2 cars 4/4 Soft Elm, No. 2 common and better.  
2 cars 4/4 Basswood, No. 2 common and better, strictly log run.  
2 cars 6/4 Beech, No. 3 common.  
5 to 10 cars 4/4 Hard Maple, No. 1 and 2 common.  
5 cars 4-4 Beech, No. 3 common.  
1 car 6/4 Beech, No. 3 common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4 4;  
BIRCH—4, 4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

MANUFACTURED BY

**COBBS & MITCHELL, Inc.**

Cadillac, Michigan, Nov. 13th, 1907.

DRY STOCK.

4 4 Gray Elm, 1's and 2's.....	60M
4/4 Gray Elm, No. 1 and 2 Common...	100M
4 4 Gray Elm, No. 3 Common.....	80M
6/4 Gray Elm, 1's and 2's.....	75M
6/4 Gray Elm, No. 1 and 2 Common...	50M
8/4 Gray Elm, 1's and 2's.....	100M
8/4 Gray Elm, No. 1 and 2 Common...	70M
12/4 Gray Elm, 1's and 2's.....	75M
4/4 Hard Maple, 1's and 2's.....	400M
4/4 Hard Maple, No. 1 and 2 Common...	750M
4/4 Hard Maple, No. 3 Common.....	35M
4-4 Hard Maple, No. 4 Common .....	7M

OUR OWN MANUFACTURE.

**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**



**McCormick-Hay Lumber Co.**  
**Hardwood Lumber**

Office  
 Saginaw, W. S., Mich.

**Geo. C. Brown & Co.**

NASHVILLE, TENN.

Manufacturers and  
 Shippers of

**HARDWOODS**

Branch Office and Yards: Memphis, Tenn.

PUT US ON YOUR MAILING LIST FOR  
**POPLAR, ASH, OAK, CHESTNUT**

NICE DRY STOCK READY TO SHIP

**LOEVENHART & COMPANY**

1st Ave. and Monroe St.

NASHVILLE, TENN.

**ALBERT HAAS LUMBER CO.**

BAND SAWED

**OAK AND RED GUM**

POPLAR AND YELLOW PINE

**ATLANTA - - - GEORGIA**

**CASE-FOWLER CO.**

CHATTANOOGA, TENN.

Manufacturers and  
 Wholesalers of

**HARDWOOD**

and

**YELLOW PINE LUMBER**

**Goodlander Robertson  
 Lumber Co.**

**Hardwood Lumber**

**Memphis, Tennessee**

**IF IT'S HARD TO GET, WRITE US**

**ANNOUNCEMENT**

We wish to inform the trade that we have purchased the  
 entire stock of

**HARDWOODS**

of the E. P. BACKUS LUMBER COMPANY, and have added  
 it to our already large line of Hardwoods and Lumber.

We are now in the market to buy and sell.

**JAMES CROWELL**

Foot of Cross Street

Long Distance Telephones

**NEWARK, N. J.**

**We Want to Move**

200,000 ft. 4-4 1s & 2s Plain Red Oak  
 25,000 ft. 5-8 No. 1 Com. Plain Red Oak.  
 300,000 ft. 4-4 No. 1 Com. Plain Red Oak.  
 200,000 ft. 4-4 No. 2 Com. Plain Red Oak.  
 500,000 ft. 4-4 No. 1 Com. Plain White Oak.  
 200,000 ft. 4-4 1s & 2s Quartered White Oak.  
 And 12,000,000 ft. of other Southern Hardwoods.

**LOVE, BOYD & CO.**

**NASHVILLE, TENN.**

**W. H. Dawkins Lumber Co.**

Manufacturers of Band Sawed

**Yellow Poplar**

We also handle HEMLOCK, OAK and CHESTNUT.

**ASHLAND, KY.**

# WEST VIRGINIA YELLOW POPLAR NORTH CAROLINA CORK WHITE PINE AND HARDWOOD

DRY KILNS AND PLANING MILLS. ALL OUR MILLS RUN THE YEAR ROUND.  
SEND US YOUR INQUIRIES AND ORDERS.

## W.M.Ritter Lumber Co.

COLUMBUS, OHIO

Saw and Ship 100,000,000 Feet Yearly

Philadelphia Office, 1402 Land Title & Trust Bldg., Philadelphia, Pa.

## FULLERTON-POWELL HARDWOOD LUMBER Co.

OFFERS THE FOLLOWING STOCK  
FOR IMMEDIATE SHIPMENT

10 cars 1 in. 1st and 2nds Plain Red Oak  
2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
8 cars 2 in. No. 1 Common Sap Gum  
1 car 2 in. No. 2 Common Sap Gum  
18 cars 1 in. 1st and 2nds Cottonwood, 6 in. and wider  
3 cars 1 in. No. 1 Common Cottonwood

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 { 1,000,000' of 4-4 sound wormy Chestnut }  
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☐ Correspondence solicited and inquiries promptly answered.

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80,000 ft. 4/4 Tupelo Gum.  
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13 cars 4/4, 6/4 and 8/4 Sound Wormy Chestnut.  
2,500,000 ft. 4/4 to 16/4 White Pine, all grades.

7 cars 4/4 Basswood No. 1 Common and 1s and 2s.  
4 cars 4/4 White Oak No. 1 Common and 1s and 2s.  
9 cars 4/4, 5/4, 6/4 and 8/4 Red Oak No. 1 Com. and 1s and 2s.  
3,000,000 to 4,000,000 feet all grades and thicknesses, Soft Yellow Poplar.

We want your inquiries for North Carolina Pine.

Tough White Oak cut to order for shipbuilding and railroad work

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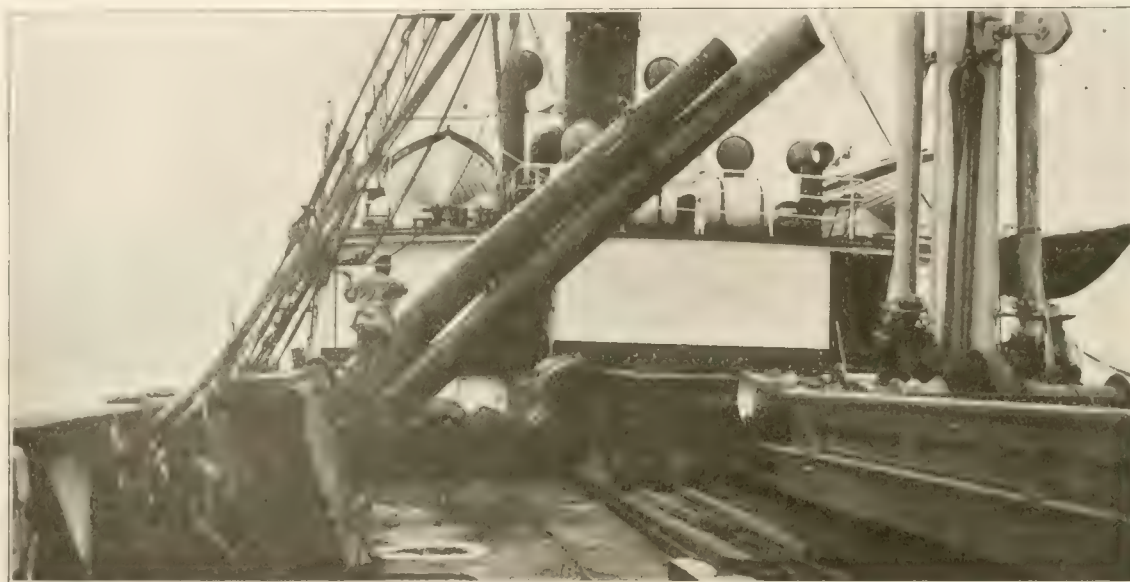
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Our Timber Holdings are located exclusively in the finest sections of West Virginia growth. Modern mills and perfect manufacture. Standard and uniform grades.

We seek the trade of wood-working factories who want a dependable lumber supply and fair treatment.

Just now we want to move 4/4 No. 1, No. 2 and No. 3 Common Oak.

# PAEPCKE-LEICHT LUMBER COMPANY

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Large stocks of well seasoned Lumber always carried at our yards and mills.

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ALWAYS IN THE MARKET FOR STOCKS OF  
WELL MANUFACTURED

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MANUFACTURERS AND WHOLESALE

## Poplar and Oak

We want to move at once

3 cars 14" No. 1 Common Poplar.  
2 cars 14" No. 1 Common Quarter Sawed White Oak.  
2 cars 14" No. 1 Common Quarter Sawed White Oak.  
1 car 14" 1st and 2nd Quarter Sawed Red Oak.  
5 cars 14" No. 1 Common Plain Sawed White Oak.

Please write us for delivered prices.

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High Grade, Well Manufactured Stock.

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Red Gum Yellow Poplar Cross Banding Center Stock

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Majestic Building - - Detroit, Mich.

WANTED.

100M feet green White Oak Plank  
2, 2½, 2½ and 3 inches thick.

## Quartered Oak Flooring

Manufactured for

**HIGHEST CLASS** of trade only.

Also Plain Oak, Maple and other Hardwood flooring.  
The name **DWIGHT** on flooring is a guarantee of its excellence.

**DWIGHT SPECIAL** pattern of thin flooring is the only suitable thin flooring to lay. Write for Sample.

**DWIGHT LUMBER COMPANY**

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20,000,000 ft. Hardwoods.  
20,000,000 ft. Hemlock.  
4,000,000 pcs. Hardwood Lath.  
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Mills Run the Year  
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WE WILL TAKE CARE OF YOU

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600,000 feet 4/4, 5/4 and 6/4 Log Run Birch on Grade  
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Good stock Grey Elm, Red and White Oak, Cherry, Basswood and Ash.  
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2 cars 5/4 Plain Oak 1s & 2s.  
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2 cars each 5/4, 6/4 & 8/4 Pl. Oak No. 1 Com.

Sliced and sawed Qtd. Oak Veneers

Can ship immediately, as we have L. & N. & So. Railway tracks.

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In the market to buy and sell OAK, POPLAR, ASH, CYPRESS  
Large stock dry lumber always on hand

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North Broadway and Dock Streets, St. Louis, Mo.  
Wholesale Manufacturers, Dealers and Shippers

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YARDS AT BENTON, ARK., NEW ORLEANS, LA., ST. LOUIS, MO.,  
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SAGINAW BRAND

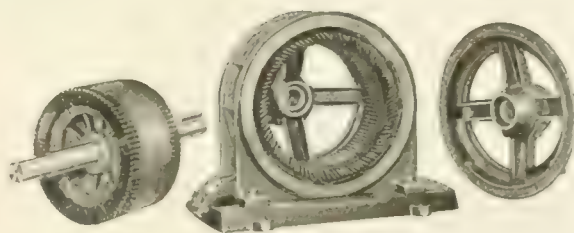
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**General Electric Company****The Motor Simplified**

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With simplicity comes safety, as the absence of commutator and brushes prevents "sparking." A sparking motor in a saw-mill is as dangerous as matches in a powder mill.

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That we are manufacturers of the celebrated

### Wolverine Brand Maple Flooring

"There is none better."

Bored, polished, end and edge matched, lays with every joint even. Largest sales in the history of maple flooring. May we have your order?

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## "Michigan" Maple Flooring

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We produce car lumber from the best rock Maple area in Michigan and have 20 years' supply.

Our brand "Michigan" is a guaranty of quality. Perfect mill work and excellent grades distinguish our Flooring and our prices are reasonable.

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GUM  
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Large Stock on Hand

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**"ARTHUR BRAND"**

MEMPHIS-MADE

**HARDWOOD FLOORING**

**ARTHUR HARDWOOD FLOORING CO.**  
MEMPHIS, TENN.

*There is no better Flooring made.*

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, NOVEMBER 25, 1907.

No. 3.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, Editor. EDGAR H. DEFEBAGH, Manager.

7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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H. L. Wells, 310 Tennessee Trust Building  
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In the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
In all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings.

#### NORTHWESTERN HARDWOOD LUMBERMEN'S ASSOCIATION.

The annual convention of this association will be held at Carling's Uptown Restaurant, St. Paul, Minn., Tuesday, Dec. 3. The business meeting will be called at 3 p. m., to be followed by a banquet at 6 o'clock and a theater party at 8:15.

#### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this association will be held at the Auditorium Hotel, Chicago, Wednesday and Thursday, Dec. 18 and 19, for the election of officers and the transaction of other important business.

### General Market Conditions.

The last two weeks have witnessed one of the most remarkable situations ever known in hardwood lumber history. The financial flurry with the interruption of banking facilities, coming unexpectedly as it did, put the average hardwood lumberman the country over practically out of business for the time being. From a fairly good demand, business dropped to practically nothing. Salesmen who a month ago were securing orders for million-foot lots down to twenty or thirty cars a week, report that their sales dropped to two to five cars a week, and that nearly every customer to whom they had made previous sales demanded that shipments be withheld until further advices.

However, the striking feature of the situation is the fact that in spite of this interruption of business, there has been scarcely a seller who has attempted to force sales by cutting prices, as has been done in all other periods of financial depression. Hardwood lumber of all

varieties is as strong in market price today as it was a month ago. Yellow poplar exhibits remarkable strength, and so does the good end of both plain and quartered oak and cottonwood. The general run of northern woods stands up well, and if there is any weakness in any line it is in the common grades of birch and gum.

When this financial mix-up occurred hardwood stocks were somewhat below normal in quantity, and with the almost immediate cessation of production by either absolute shut-down or diminution of production, which has amounted in the aggregate to well toward fifty per cent, the hardwood market has been most excellently conserved. In this connection a good deal of credit should be given to the energetic handling of the situation by the officers of the Hardwood Manufacturers' Association. From the start this organization advised the reduction of output to a marked degree, and the members responded almost to a man. In the Ohio river, Kentucky and West Virginia districts reports to the association show a reduction of seventy-eight per cent, the plants to keep down the output either indefinitely or from one to three months. The Ohio and Indiana hardwood mills show a reduction of twenty-five per cent. The St. Louis and Memphis district, in which there was practically a general shut-down, show a reduction of eighty-nine per cent. Eastern Tennessee and western North Carolina district shows a reduction of about seventy-five per cent. Wisconsin and Michigan show a curtailment from normal of twenty-five per cent. This magnificent concerted action on the part of producers has undeniably saved the day for hardwood values.

With the better financial conditions, which are gaining strength every day, there surely will be a recurrence of demand for hardwoods that will require every variety of stock that is in sight today, and prices will surely be maintained up to the present standard.

On the whole the hardwood trade has probably suffered less from this approach to a "panic" than has nearly any other line of manufacture, all of which should be a matter of congratulation to the trade at large.

### The Handle Association.

As recounted in the news columns of the HARDWOOD RECORD, the handle manufacturers of the country have taken up the working out of better conditions in the industry in a very logical way. Leading handle producers have decided that the just way to accomplish this result is to organize and interchange opinions and information covering every detail of their business—securing wood supplies, finesse of manufacture, methods of grading and marketing stock. This spirit of practical fraternalism was manifest in every speech and action taken by the association at its recent meeting. It goes without saying that with a continuation of this spirit mighty good work can be prophesied for the Handle Manufacturers' Association of America.

The secretary will promptly take up securing and collating, confidentially, every detail of business information that will be of value to all, and disseminating it to each member of the organization in the form of a general and impersonal report. A special committee, cooperating with the secretary, will carefully analyze the matter of actual cost of manufacture, and make this a basis of true market values which every variety of handle production should justly bring.

The largest element to join the association thus far is the hickory



fraction; fully ninety per cent of the total output is represented. The ash people were considerably in evidence at the Indianapolis meeting, and it is expected that within a short time all branches of the handle industry will join in this general association, with minor and entirely independent bodies covering various lines of production, so that eventually a very strong organization will be perfected.

The association was wise in the selection of its president, T. R. Clendinen of Atchison, Kan., who is a clean-cut, conservative and forceful man, and an expert in handle production. His work will be of great value to the association. The gentlemen selected as vice-presidents in each of the several divisions of the industry are all strong men in their lines, and will materially contribute to the success of the organization. It is anticipated that before very long the association will secure enough strength to be able to put experts into the field to assist individual manufacturers in producing the very highest quality of output, securing greater economy of cost, and absolute uniformity of grades. With these results accomplished, it is certain that prices will pretty nearly take care of themselves, since quality must naturally determine value, just as value ordinarily reflects quality.

### Michigan Hardwood Situation.

The October 1 stock list of the Michigan Hardwood Manufacturers' Association has been received. The output of this association comprises the great bulk of the entire hardwood output of the state, and this report has been gathered with the greatest care, so that it may be depended upon as practically accurate. The statement is a comparative one, analyzing stocks on hand, unfilled orders, stock unsold, by periods running from July 1, 1906, to October 1, 1907. The figures of October 1 of this year, and the same date one year ago, are appended:

STOCK ON HAND.			
	Oct. 1, 1906.	Oct. 1, 1907.	
Basswood .....	11,559,000	7,241,000	
Beech .....	17,714,000	17,333,000	
Birch .....	17,022,000	17,087,000	
Elm .....	12,118,000	10,065,000	
Maple .....	86,929,000	100,047,000	
Total .....	145,342,000	151,773,000	
UNFILLED ORDERS.			
	Oct. 1, 1906.	Oct. 1, 1907.	
Basswood .....	7,312,000	6,386,000	
Beech .....	10,966,000	14,930,000	
Birch .....	8,347,000	7,876,000	
Elm .....	6,696,000	5,392,000	
Maple .....	58,986,000	74,991,000	
Total .....	92,307,000	109,575,000	
STOCK UNSOLD.			
	Oct. 1, 1906.	Oct. 1, 1907.	
Basswood .....	4,247,000	855,000	
Beech .....	6,748,000	2,403,000	
Birch .....	8,675,000	9,211,000	
Elm .....	5,422,000	4,673,000	
Maple .....	27,943,000	25,056,000	
Total .....	53,035,000	42,198,000	

The stock situation, as expressed by the foregoing figures, puts the hardwood output of Michigan in a very strong place, because it shows definitely that there is no surplus of any variety of northern woods. The report further shows that the total hardwood cut of the state for 1906 was 387,041,000 feet. Plans were for an estimated cut in 1907 of 417,162,000 feet when the report was made, but since there has been a great reduction in output the last month, with promise of a continuation of this policy for some time, it is doubtful if Michigan will produce much in excess of 300,000,000 feet of hardwoods during the coming year.

### New York's Attempted Secession.

The attempt of a small element of the eastern hardwood trade to inspire defection in the ranks of those who are so earnestly seeking a universal base of hardwood inspection, is apparently having very little support, even in the home ranks.

A conference regarding hardwood inspection was held at the Hotel Astor, New York City, November 14, at which were present the disturbing New York element—representing but a minority of the trade—a couple of hardwood representatives from Philadelphia, and three Boston delegates who probably can be considered opposed to

the revolutionary ambitions of the small New York contingent. Also present were members of the retail building woods' associations of New Jersey and Connecticut. Although strongly urged to have members present, the hardwood exchanges of Baltimore and Buffalo, which may always be counted upon for using good sense, failed to send representatives.

A set of lumber inspection rules very similar to the old ones of the New York Lumber Trade Association, practically abandoned some years ago, was submitted to the conference. As near as can be ascertained, nothing was definitely accomplished save that the various delegates put copies of the rules in their pockets and took them home to submit to their local associations.

This whole one-man revolutionary movement is selfish and uncalled for from start to finish, and of course will go down to ignominious defeat, as it should.

### The President and Politics.

The Chicago Daily News observes editorially, and with truth, that President Roosevelt has faults. Anybody can see them who can see anything. But his administration has well begun a great work of regeneration in business and governmental methods, which must be carried forward steadily and wisely. He has been honestly for the American people and has been so fortunate as to convince them that he is aggressively on their side. He has been breaking new ground to advance very old principles of right and justice. The federal constitution is a venerable document of the highest worth. But this revered instrument, inherited from the fathers of the republic, is no mummy. It is a living guide for a living nation. Those who make a joss of it and set it high upon a pedestal are the persons who aim to make it inadequate for the needs of the American people of the present day.

The president, with all his faults, is too much of a patriot to join the ranks of these persons. He tries to find in the constitution remedies for present ills. Perhaps he is wrong in some of the constructions which he places upon it. If he is wrong, the United States supreme court will correct him. Perhaps he talks too much and too forcefully. If he does, at least his voice is not raised in extenuation of public evils.

Eloquent advance agents of the nation's reactionary elements make a grievous mistake if they think that Wall street's recent hand-made panic has turned the people of this nation away from the Roosevelt policy of prosecuting intrenched and well-nourished injustice.

### The Restoration of Confidence.

Undeniably the financial skies are clearing. Even the bankers are recovering their looks of cheerfulness. The commercial world generally is optimistic. People have again commenced to pay their bills. Money is coming out of hiding and going back into business. Things are looking up.

Confidence in the business situation has had a bad jar and it is going to take some months to completely restore conditions that prevailed before this financial mix-up came about. There is going to be quite a readjustment of values in certain directions before business gets back to its normal trend. It cannot be conceded by any possible analogy that hardwood values have been unduly high, and there is every prospect that they will stay practically where they are. Stumpage values certainly have not shrunk and this is the base of lumber prices.

Just as certain as this is true it is also sure that there is going to be a considerable readjustment of labor values and the cost of living. Even within the short time since this flurry prevailed can this feature be noticed. A month ago it was impossible to secure labor enough to carry on operations planned in the woods both north and south. Today applications for work in woods and mills exceed the supply to a marked degree. Labor has suddenly grown plentiful and will needs have to accept a considerably lower wage scale before it can again be fully employed. There probably will be a diminution of values in some other items that go to the making of lumber, but the greatest sufferer from the flurry will be the laboring man.



## Pert, Pertinent and Impertinent.

### A Nature Fake?

Cheeks that glow against creamy whiteness.  
Eyebrows most correctly curved.  
Arching lips whose laughing lightness  
Leaves the stoutest soul unnerved.

Hair that's delicately waving  
Teeth so even! Brow so fair!  
Hands to set a sculptor raving  
And a waist of outline rare.

Off in skeptical detection  
All your graces I review  
Can such marvelous perfection  
Be invariably true?

I have learned with consternation  
That much beautifying aid,  
For a small consideration  
Can be purchased ready made.

So I wonder late and early;  
Wonder, dreaming or awake,  
Are you just a charming girlie  
Or another nature fake?

Heaven and earth help him who plants a tree  
And his work its own reward shall be.

FORESTRY AND FRUGALITY

## The Financial Situation.

### No Occasion for It.

One lesson we should all learn from the recent financial flurry is that it is no longer necessary for all the rest of the country to sneeze when New York takes too much snuff.

### Ostrich-Like.

Faith is something that enables a man to close his eyes to his own faults and imagine his neighbors can't see them.

### Especially Poets.

Many a person attempts to do a main-tent stunt on side-show ability and the funny part of it, they can bluff the public into believing in them, if they keep at it long enough!

### Anxiety Well Grounded.

Laborer's wife  
What's the matter with my husband, doctor?

Physician — I will tell you in a minute.

Laborer's wife  
You won't make it anything expensive, will you, sir?

—Fliegende Blatter.



The Wet Party—If Teddy hadn't believed it was only a shower,  
I should have thought it had set in for a steady rain.

### The Consequence.

He who hesitates is  
foolish.

### Before and After.

Before marriage where there's a will there's a way; but after, where there's a will there's usually a won't.

### For Women.

It doesn't matter how cheap a thing is if you have no earthly use for it!

### Gives Spice.

If it were not for the unexpected life would be awfully monotonous.

### Let Them Go.

Never mind people who are "stuck up"; they're usually nothing but sticks, anyhow.

### Wisdom.

Its best indication is self-confessed ignorance.

### Might Spoil Them.

Some awfully nice girls wouldn't be half so nice if they were consistent and sensible.

### Need Pruning.

Most family trees are more or less shady.

### How It Struck Him.

Mrs. Suburbs—I see by this paper that the site of the Garden of Eden has at last been located.

Mr. Suburbs—Yes? When will the sale of lots take place, and what is the fare from the city hall?—Puck.

### All Alike.

Most of the "gold cures" are only plated and soon wear off.

### But Don't Upset It.

Hitch your wagon to a star; if it's the water-wagon, tie it to the Great Dipper.

### He Likes It.

A man is apt to be suspicious if his wife isn't jealous of him.

### Should be Ostracized.

Our idea of a nuisance is a man who bores us in when we are talking about ourselves.



# AMERICAN FOREST TREES.

SIXTY-FIFTH PAPER.

## Douglas Fir.

*Pseudotsuga taxifolia* (Mill.) B.S.P.

The range of growth of this great tree is through the Rocky Mountain region of the United States and along the Pacific Coast northward into central British Columbia.

It is known by various confusing names, among them red fir, in Oregon, Washington, Idaho, Utah, Montana and Colorado; Douglas spruce, in California, Colorado and Montana; Douglas fir, in Utah, Oregon and Colorado; yellow fir, in Oregon, Montana, Idaho and Washington; spruce and fir, in Montana; Oregon pine, in California, Washington and Oregon; red pine, in Utah, Idaho and Colorado; Puget Sound pine, in Washington; and in some sections as Douglas-tree and cork-barked Douglas spruce. Many varieties of *Pseudotsuga taxifolia* are distinguished in cultivation.

The tree is known commercially in both eastern and western markets by a number of the above names, principally Douglas spruce and Oregon pine, but timber owners and manufacturers of the wood now seem to prefer the name Douglas fir, so that it is rapidly becoming the established and specific term as applied to lumber of this variety.

The tree is pyramidal or flat-topped, reaching a height of from 150 to 300 feet, the trunk forming a magnificent straight shaft in the forest, but branching out to form a broad-based pyramid when growing in the open. The branches are slender and long, somewhat crowded and drooping.

The leaves are straight, blunt at the apex, yellowish green, from 1 to 1½ inches in length. They are shed in the eighth year. The flowers are cone-like, the staminate are orange, the pistillate red. The fruit of Douglas fir is a long-stemmed cone, 2 to 4 inches long, having very thin scales.

The bark of the tree is thick and deeply furrowed, the irregular ridges coated with reddish scales. It is sometimes used for tanning.

Douglas fir reaches its maximum development in western Washington and Oregon, particularly between the Cascade Mountains and the Pacific Ocean. The tree is a very beautiful one, with its bright, drooping foliage, handsome cones and exquisitely straight, round shaft. In referring to it, Rogers says: "He who would see for himself the most magnificent forests this continent holds today must go to the redwoods of California. When these groves have awed

him with the tremendous bulk of timber they can yield in a single acre, let him move up the coast to where the moist Japan current breathes upon the evergreen forests of the Cascade's western slope. There are giant cedars and firs and hemlocks; and dominating all of them is the Douglas fir. The trees make a very even growth and stand together

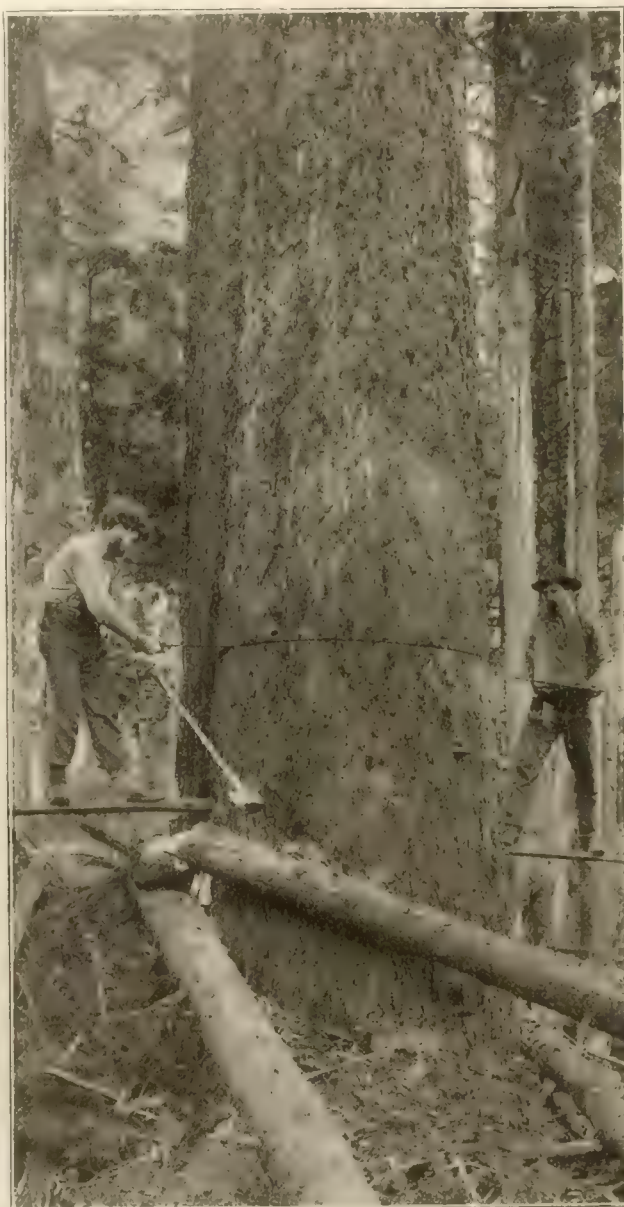
The Douglas fir is the fastest-growing evergreen tree, and is therefore a favorite with nurserymen. Large quantities of seed are sent abroad, particularly to Europe, where the tree is grown both for timber and for ornament. Its seed will produce a good percentage of strong, healthy shoots, and they are easily transplanted. Seed gathered in the Rockies will do well if planted in the East and North, but that from the Pacific Coast plain will not weather the change of climate. Planted in sheltered regions of Kansas and Nebraska, Douglas fir usually thrives well.

The heartwood of this tree is light reddish or yellowish, the sapwood nearly white. The grain varies from four or five rings per inch in small trees or in heartwood, to a fine, even grain with perhaps forty rings to the inch. They are usually well marked, the summer wood showing dense and dark, the spring much softer. The wide-ringed wood is somewhat spongy. Owing to the difference in the texture of alternate rings and to the long, regular fiber, the wood splits easily, particularly when dry. However, for this very reason, it is pleasing for inside finish and panel effects, when slash-sawn, since the porous spring wood readily absorbs stains, and the dense summer rings are little affected; any desired shade may be produced.

The Douglas fir is used extensively in ship-building. Every great ship-yard in the world contains quantities of spars made from it; it is also used widely for piles of wharves, and in fact in every location where heavy timbers of great durability, hardness and toughness are required. In its best grades it is the strongest of the large American conifers. It is cut into every form of lumber, from these rough timbers to fine-grained, clear stock for flooring.

In the Cascade region forests are frequently found which yield from 50,000 to 100,000 board feet to the acre, and trees will average five or six feet in diameter of bole, and stand straight and towering for 300 feet. Thus it is possible to obtain exceptionally large and long pieces; sticks 24 inches square and up to 100 feet long are regularly listed among merchantable grades. The wood is fairly durable when exposed to the weather.

These features make Douglas fir an ideal structural timber. Small trees ranging from one to three feet in diameter are unequalled for spars, because of the straightness and slight taper of trunk and the great lengths



TYPICAL FOREST GROWTH DOUGLAS FIR.  
OREGON.

as closely as the stalks in a well-tilled field of grain. Excluding other kinds, they stand with heads together, making the forest dark as night below. Far up the Alaskan coast the tree extends, and eastward across mountain ranges, where it mingles with yellow pines in sunny, open forests, where the trees have opportunity to show the grace of their pendant limbs and the beauty of their ruddy cones adorned with pale green bracts."







JOHN N. SCATCHERD

BUFFALO, N. Y.



A FINE STAND OF DOUGLAS FIR, OREGON.

obtainable. The wood is almost exclusively used for dock piling and for foundations of any heavy structures built over soft ground, on the Pacific Coast. Standard dimensions for this purpose are 12 inches diameter, 60 to 70 feet long. In green logs from western trees the sapwood forms a carrying ring which does not usually extend more than two inches beneath the bark. When the timber has been seasoned it can seldom be distinguished by color. Although the grading rules allow sapwood only on the corners for merchantable grades, lumbermen have no trouble in meeting requirements in most cases.

Douglas fir is of such varied quality that specifications need to be drawn somewhat more carefully than in the case of longleaf pine in order to exclude the wider-ringed quick growth and knotty sticks. Lumbermen divide their product into the red and yellow wood, the former dark and coarse, the latter fine, lighter and more durable. This difference is thought to be due to age. A cubic foot of seasoned wood weighs 32 pounds.

The Douglas fir is indeed one of the world's greatest trees, and the accompanying illustrations show some very fine specimens. The figure of a man shown in the foreground of the forest picture gives a good idea of relative size as compared with other trees. The photographs from which these illustrations were made were taken by the Kiser Photo Company of Portland, Ore.



A FALLEN GIANT FIR

## Builders of Lumber History.

### NUMBER LVI.

#### John N. Scatcherd.

(See Portrait Supplement.)

The house of Scatcherd & Son, Buffalo, established in 1857, is now running out its fiftieth year in the lumber business. The *HARDWOOD RECORD* wishes to join in commemoration of this anniversary season, and to that end takes pleasure in presenting to its readers a portrait of John N. Scatcherd, and a brief history of his company's prosperous and honorable career.

It was in 1854 that James N. Scatcherd left his Canadian home and went to Buffalo to engage in business. At that time lumber reached the city by small barges and sailing vessels from Lake Erie and Canadian ports, and was forwarded to Albany and New York by canal. The young man was engaged by the lumber firm of Farmer, De Blacker & Deedes, and through his hard work and frugality was able in 1857 to buy out his employers and establish the business under his own name. In 1865 he associated with him Samuel J. Belton, and the firm was known until 1879 as Scatcherd & Belton; from that time on as Scatcherd & Son.

Both pine and hardwoods were dealt in until 1878, when the former was dropped and the firm has been exclusively a hardwood house ever since. As the supply of hardwood lumber by lake sources became limited, headquarters for purchasing were established in Indianapolis, and the firm continued to

operate in the Middle Western States until 1892, when it moved its purchasing headquarters to Memphis, where mills are still owned and operated largely to supply the firm's active export and domestic trade in oak.

James N. Scatcherd died in 1885, leaving the management of his large business to his son, John N., who was born September 12, 1857, at Buffalo, and whose age thus marks the anniversary of the establishment of his present business. The boy was educated at Hellmuth College, London, Ontario, and at the age of seventeen entered the employ of his father, acting as tally boy in the Buffalo yard. His present thorough knowledge of the lumber business is undoubtedly due to his father's stringent methods of instruction, for he was required to master all departments, including piling, driving the teams, inspection, and countless details in every line. This training was of special value to the young man in that his father's death occurred but six years after he was taken into partnership.

The specialty of this house for many years has been oak, although ash is no inconsiderable portion of the output, and it formerly purchased great quantities of poplar and other hardwoods in Indiana, Kentucky and Tennessee. Today its Memphis mills are stocked with logs purchased in territory tributary to that market, particularly Mississippi, Louisiana and Arkansas.

Aside from his large lumber affairs, Mr. Scatcherd has other extensive interests. He is president and principal stockholder in the Batavia-New York Wood Working Company, with plant at Batavia and offices in New York City. This concern manufactures fine interior finish and cabinet work. Mr. Scatcherd is also president of the Ellicott Square Company, the proprietor of the finest office building in the city of Buffalo, and, indeed, one of the handsomest in the entire country; it is ten stories high and covers an entire block. He is a director of the Buffalo Loan, Trust and Safe Deposit Company, the Third National Bank and the Bank of Buffalo, all very strong financial institutions.

Mr. Scatcherd's numerous alliances with clubs and associations of one kind and another show not only his popularity but the confidence in which he is held by his business associates everywhere. For three years he served as president of the Buffalo Lumber Exchange; for two terms as president of the National Wholesale Lumber Dealers' Association; he was chairman of the Executive Committee of the Pan-American Exposition, and is now a member of the Buffalo, Ellicott, Country and Park clubs of Buffalo, and of the New York and Republican clubs of New York City. He is active politically and served as president of the Buffalo Republican League for three years, was a member of the Republican State Committee for



several years and a contributor to the paper of the Republican ticket.

Mr. Scatcherd's personal appearance is strikingly evidence of physical and mental vigor. He attributes his excellent health and thorough enjoyment of life to his fondness for outdoor sports of all kinds. He is an automobile enthusiast, and an expert horseman. His true "Irish wit" serves him in good stead when he essays to speak in public.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the *Hardwood Record* clientele as will be of enough general interest to warrant publication. Every portion of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### To Hickory Handle Makers.

HIGHLAND, ILL., Nov. 2. Editor *HARDWOOD RECORD*: Can you put us in communication with manufacturers of hickory hammer or hatchet handles? We could get out a car or two of one straight grain, all white stock during the next few months. We will appreciate any information you can give us along this line.

LUMBER COMPANY.

Manufacturers of hickory handles interested in this inquiry can have the address of this large and reliable concern on application to this office. EDITOR.

### Small Bent Wood Pieces.

HARVARD, ILL., Nov. 13. Editor *HARDWOOD RECORD*: Kindly give us it possible the names of manufacturers of small bent wood pieces similar to tongues used on small toy wagons.

& Co.

Readers of the *HARDWOOD RECORD* interested in this inquiry will be put in communication with the writer of the above letter on request. EDITOR.

### Wants Rock Elm for Ship Work.

WILMINGTON, DEL., Nov. 7. Editor *HARDWOOD RECORD*: We would appreciate it very much if you will give us the names of mills which make a specialty of getting out merchantable rock elm for ship work. We have written several concerns in Michigan and Wisconsin, but have not as yet received any satisfactory replies.

The *HARDWOOD RECORD* has supplied this inquirer with a list of concerns which handle this class of stock, but would like to add the names of others in this line in case the company cannot supply its needs from the sources named. EDITOR.

### From a Forestry Worker.

SAGESAW, MINN., Nov. 16. Editor *HARDWOOD RECORD*: Our forestry meeting was a great success. I am now, together with three other men, engaged in reforesting 1,600 acres of land on the north branch of the Au Sable. It is bottom land and will grow trees, but it will take time and a lot of money. I will not get the reward, but my grandchildren may; and there will be revenue in it. I have set the example for others to follow and I have done this pioneer work which will surely result in great good to the state, for it shows the possibilities and I think will demonstrate that it is practicable. I am quite certain from the agitation that is going on that the state will do something so as to prevent confiscation by the mossback super-

and there is no more entertaining and fluent after-dinner talker to be found among the entire lumber fraternity, so that he is always in demand on festive occasions.

With so brilliant and clear-headed a leader, it is not surprising that the house of Scatcherd & Son begins another half-century of activity in lumber affairs with the confidence of the entire business world and a reputation for progressiveness and upright dealing second to none.

visor and tax collector. I have advocated a nominal tax on the land; in other words, the same as if it was vacant land and doing nothing and the crop not to be taxed until harvested, the state assuring fire protection, but the individual assuming part of the responsibility.

I am keeping pretty busy, having a big interest at Williams, Ariz. Our plant there is doing pretty well and has been remodeled and put in shape for business.

Together with George Morley I own about 35,000 acres of fine hardwood land in the Upper Peninsula. This ought to be handled on forestry methods, cutting eight or ten million feet per year and a permanent forest maintained, but I do not think I shall ever care to operate it. It would be mighty good hardwood operation for someone.

I expect to leave here the evening of Dec. 2 with the car for the South, quail shooting.

W. B. MERRISON.

### Meeting Southern Cypress Manufacturers' Association.

The regular semi-annual meeting of the Southern Cypress Manufacturers' Association met at New Orleans, November 20, thirty-six mills being represented.

The secretary reported that much valuable information had been gathered and distributed since the last meeting, and urged that every mill contribute freely the information asked for in statistical blanks, in order to make them as complete and valuable as possible. He reported the demand for cypress and other kinds of lumber considerably short of production, and that the supply of unfilled orders at mills is about half of what it was this time last year. The traffic department is flourishing. Many just claims against the railroads have been successfully collected, and this branch of the work has become a very important one. Three inspectors are now being maintained in the North, and 195 carloads and four schooners of lumber have been inspected. This department has been of great value to members in many ways, particularly in bringing about more uniform inspection methods. The technical department recently established under Dr. Herman von Schrenk is doing a good work, and, in fact, all branches of the association have been working harmoniously and satisfactorily during the past year.

The report of the treasurer from May 1 to October 1 showed total receipts of \$13,604.16; expenditures, \$12,277.60; balance on hand, \$701.52.

Much interesting discussion on insurance, car stake and taxation matters was indulged in, and the subject of the tupelo gum market came in for a good share of attention. Chairman Wigginton of the tupelo committee reported that the demand for that wood far exceeds the supply at the present time and that it has been established in both the foreign and domestic market. Dr. von Schrenk, who is an expert on this wood, delivered a very interesting talk. Considerable discussion took place regarding inspection at

mills, grading rules, etc., and on motion a vote of thanks was given the grading committee for its good work.

After the meeting a banquet was served to sixty-five members of the association and their friends, and an interesting number of speeches were delivered, among them the following: "The Present Surplus of Cypress Timber," George W. Dodge of Napoleonville, La.; "Why We Should Advertise Cypress," E. G. Swartz, Burton, Iowa; "Market Methods North and East," James Madison Jackson, Loughman, Fla.; "Atchafalaya Channel, Its Use by Louisiana Mills," R. H. Downman, New Orleans, La.; "Water Shipments by Eastern Mills," R. H. Knox, Savannah, Ga.; "Our Technical Department and New Uses for Cypress," Dr. Herman von Schrenk of St. Louis, Mo.

The following day a special train left New Orleans, taking the party on a short inspection tour of some of the southern mills. The meeting was a very harmonious and successful one.

The attendance was as follows:

Baker-Wakefield Cypress Co., Plattenville, La.  
Baldwin Lumber Co., Baldwin, La.  
Bowie Lumber Co., Bowie, La.  
Brownell-Drews Lumber Co., Morgan City, La.  
Burton Swartz Cypress Co., Burton, La.  
Butters Lumber Co., Boardman, N. C.  
Charenton Lumber Co., Charenton, La.  
Cotton Bros. Cypress Co., Morgan City, La.  
Des Allenands Lumber Co., Allemands, La.  
Dibert, Stark & Brown Cypress Co., Denner, La.

R. H. Downman, Hibernia building, New Orleans, La.

Eddy Lake Cypress Co., Eddy Lake, S. C.  
Everglade Cypress Lumber Co., Parksburg, W. Va. (Mill at Loughman, Fla.)

Fair Cypress Co., Ludevine, La.  
Gebert Shingle Co., New Iberia, La.  
Gibson Cypress Lumber Co., Gibson, La.  
Goodland Cypress Co., Chacahoula, La. (Office at New Orleans.)

Albert Hanson Lumber Co., Garden City, La.  
Hilton & Dodge Lumber Co., Savannah, Ga.  
Iberia Cypress Co., New Iberia, La.  
Jeanerette Lumber & Shingle Co., Jeanerette, La.

Lutcher & Moore Cypress Lumber Co., Lutcher, La.

Lyon Cypress Lumber Co., Garyville, La.  
J. J. McCaskill Co., Freeport, Fla.  
Morley Cypress Co., Morley, La.  
Napoleon Cypress Co., Napoleonville, La.  
Owl Bayou Cypress Co., Strader, La.

Ramos Lumber Co., Ramos, La.  
Red Cypress Lumber Co., Pretoria, Ga.  
Riggs Cypress Co., Patterson, La.  
J. C. Rives Cypress Co., St. James, La.  
St. Louis Cypress Co., Houma, La.

Schwing Lumber & Shingle Co., Plaquemine, La.

Tilghman Cypress Co., Cedar Keys, Fla.  
Vale Royal Manufacturing Co., Savannah, Ga.  
Whitecastle Lumber & Shingle Co., Whitecastle, La.

A. Wilbert's Sons Lumber & Shingle Co., Plaquemine, La.

F. B. Williams Cypress Co., Patterson, La.

### New Oklahoma Company.

Tuskahoma, Okla., is to be the site of the operations of the new Jack-Fork Lumber Company, recently organized by F. M. Brookes, C. C. Phillips and G. C. Phillips. The company has a capital stock of \$25,000 and is building a hardwood mill of 25,000 feet daily capacity, which, it is expected, will be put in operation in a very short time. The company will manufacture oak, ash, elm and other hardwood lumber, and will make a specialty of dimension stock. The men connected with this concern are enthusiastic hustlers and success is bound to crown their efforts. C. C. Phillips is president and F. M. Brookes is manager of the company.



## Handle Manufacturers Organize.

In accordance with requests received from numerous people prominent in the trade, the *HARDWOOD RECORD* called a meeting of the handle manufacturers of the country at Chicago October 8. At that time the chaotic conditions surrounding certain phases of the industry, notably grading, were discussed, and it was decided that a good strong organization, covering all branches of the handle trade, would be of vast benefit to manufacturers in that it would promote better acquaintance and confidence among them, and enable them to "get together" on uniform systems of manufacture, grading and marketing stock.

To this end a Committee on Permanent Organization was appointed, to consider all sides of the matter carefully, draw out a consensus of opinion regarding the value of a general handle association, and work up interest along the various lines embraced in this great branch of the hardwood business. The committee was instructed to report at a meeting to be held in Indianapolis, Ind., Wednesday, November 20, at which time definite action would be taken in regard to forming a permanent organization. The committee consisted of P. C. Scott, Keller & Tamm Manufacturing Company, St. Louis, chairman; T. R. Clendinen, Jackson Woodenware Company, Atchison, Kan., advisory member; Wm. Cook Rogers, Piqua Handle & Manufacturing Company, Piqua, O.; A. W. Newark, Cadillac Handle Company, Cadillac, Mich.; H. B. Alexander, Hillsboro Novelty Works, Hillsboro, Ind.; Chas. D. Gates, Turner, Day & Woolworth Handle Company, Louisville, Ky.

### The Indianapolis Meeting.

The meeting held at Indianapolis November 20 was a most enthusiastic and harmonious one, and while not large in point of numbers, was nevertheless a notable gathering considering the recent origin of the movement, and the fact that ninety per cent of the hickory handle output of the country was represented, as well as a large percentage of the output in other lines. The utmost good feeling prevailed, and the proceedings were characterized by a fraternal feeling and spirit of enterprise which cannot fail to carry the new association on to the accomplishment of great good for its members.

Chairman P. C. Scott called the first session to order at 10 a. m., reporting the work which had been done in sending out more than 2,000 letters and cards for the purpose of working up interest and securing financial support for the movement.

Mr. Scott was followed by H. H. Gibson, who has been acting as temporary secretary, and who stated that he considered the handle manufacturers had an excellent start toward a very strong organization, and hoped that they would form the association on a good working basis, attempt to reorganize inspection methods, etc. Mr. Gibson further stated that in his long experience in work of this kind he had never seen a new move-

ment start off so auspiciously, both with regard to number of members and enthusiasm. He reported checks for membership dues received up to date from more than twenty-five handle concerns, and expressed the opinion that with the formation of a permanent organization a membership of a hundred could easily be realized by the first of the year.

Mr. Alexander: Gentlemen, I move you, after consideration of the data presented here by our chairman and secretary, that we go ahead and form a permanent organization while we are gathered here this morning.

Mr. Ensign: This is the only meeting I have attended so far, but I have been interested. Our company wants to see the work go on. It is my mission here today to help the thing along and be one of the charter members. If the secretary will come this way, I will be glad to pay any dues.

Mr. Scott put Mr. Alexander's motion regarding permanent organization before the meeting, and it was seconded and unanimously carried.



T. R. CLENDINEN, ATCHISON, KAN.,  
PRESIDENT.

Chairman Scott read the proposed constitution and by-laws, which had been sent out to prospective members, and called for discussion upon any parts of them which might require alteration or improvement.

### Discussion.

Mr. Lennard: I am a handle maker and have been for twenty-four years, and there is a spot that is not touched in the rules as read. The territory I first started in was a great hickory country. The big people got after me and finally got all the hickory out there, or put the prices so high I can't touch it. Of course I had to do the next best thing and I am now making some hackberry, sugar-tree and a few walnut handles. We have never been members of an association. I would like to know where I would come in if I were to get into an association and make sugar tree and beech handles.

Mr. Peters: We don't care what a man makes his handles out of. He can make them out of pumpkins if he wants to.

Mr. Lennard: With the way the handle business has been, especially from 1892 to 1896, a man could not keep in the handle business,

twenty-three years and go round deceiving the public. I tell them just what I've got to sell. In all this time when I have gone into trade I didn't say that the sugar handle I am selling is swamp ash or hickory. I tell them just exactly what I have. If it won't serve the purpose, all right. I don't misgrade them or anything of the kind. As far as misrepresenting, I don't do that. I don't want to go into this association, either, and sell under false colors. If you are going to establish grades, why I want to live up to them as long as I am a member of the association. If I can't better myself by joining your association I don't want to get into it. That is what we are all here for.

Mr. Gibson: About all you can do is to mutually help each other in this enterprise, saying what is fair in grading, how to manufacture well, and possibly what are fair and just values. You can assist each other in production and help each other in different lines of work, and make a sort of fraternal organization to help this great big industry. If you get acquainted with each other and thresh this thing out among yourselves, you will find you are not such bad people as you thought you were. I think you will do yourselves some good if you meet on good, friendly lines and say, "Boys, let's get together along these lines and talk it out." Personally, I have no interest in this thing at all, except that some of my friends—patrons of my newspaper—asked me to get you people together, and that is all the interest I have in it. The association will grow. You have a better start than any association I have been connected with, right today. Be fair and square and open with each other, and the association will be all right.

### Constitution and By-Laws.

Mr. Hartwell: I move that the constitution and by-laws be adopted as read, with the exception of the phrase that all bills against the association be approved by the president before being paid; this should be done by an Executive Committee, I believe. I also think "D" handles should be included under the ash and oak division of the organization.

Upon being seconded and put to vote the motion was carried.

### Election of Officers.

Chairman Scott: A permanent organization, with constitution and by-laws having been effected, we will proceed to the election of officers, according to the method specified. Nominations for president are in order.

Mr. Gates: I nominate Mr. Scott.

Mr. Scott: Gentlemen, I appreciate the honor, but it is absolutely impossible for me to accept it. I would not be able to give the matter the time and attention I should. There is no one in my office whom I can leave in charge, and it would be impossible for me to accept the honor because I simply cannot take the necessary time.

Mr. Peters was nominated.

Mr. Peters: I'll have to decline to serve on similar grounds. I play fiddle for all the monkeys. I have to do everything there is done around my place, and this is something that requires close attention. And I like to be on the outside where I can spout. You can't do that so well when you're in the chair. I nominate Mr. Hartwell. He never says much and what he does say doesn't last long. He'd be a good man for the chair.

Mr. Hartwell: I suppose I must decline with the rest of you people, because I'm pretty busy myself.

Mr. Gates: I think we ought to stop right here and congratulate ourselves that we are all so busy! It was my impression when we came here that the handle business was somewhat dull, but I don't know anything in the country more so right now than the handle business.

It was moved, seconded and carried that a committee of three be appointed to prepare



chair to pick out officers for the association, whereupon Messrs. McCallis, Peters and Gates were appointed. Their choice of officers, which was approved by the association, was as follows:

President—T. R. Chandon, Atchison, Kan.  
Vice President for Hickory Division—P. C. Scott, St. Louis, Mo.  
Vice President for Oak and Ash Division—C. W. Sperry, Ft. Wayne, Ind.  
Vice President for Maple and Minor Woods Division—H. B. Alexander, Hillsboro, Ind.  
Secretary-Treasurer—H. H. Gibson, Chicago.

#### General Discussion.

Mr. Scott: I notice some gentlemen present here who have not joined the association. Would like to know if they will not come forward and affiliate with us now.

Mr. Ward: Our board of directors asked me to make a report of this meeting, and I think will be very favorable to coming into the association. At least I shall instruct them to that effect.

Mr. Smith: I am here as an individual, and represent the Abram Handle Company in a way the chances are they will be members in the very near future if they don't quit business.



P. C. SCOTT, ST. LOUIS, MO., V. PRES. FOR HICKORY DIVISION.

Mr. Lennard: As I said before, I will take the matter up later.

Mr. Sperry: I am in the ash line, and I can hardly speak for our present pooling organization, but I think Mr. Lennard had better stay and help make the association to suit him. I will take the matter up with the ash people and see if we cannot work together.

Mr. Colvert: I am here as a visitor and not as a member. I do not belong to this association, but think I may in the future. I am not a handle man and did not intend to continue the operation, but we are going along now and doing a nice little business. I am not expecting to stay in the handle company, however, so had not thought much about joining at this time. I would enjoy an association of this kind and believe it will do you all good. I came here to get acquainted with you.

Mr. McCrillis: We ought to unite in an association where we can get together and talk over matters of our business and consult one another in a friendly business way and promote good feeling among us all. It will work to our mutual benefit and the great thing we ought to do in this association is to grade our handles and all grade alike. As a gentleman has remarked, one

man will go to work and grade up his 1X handles and sell them for 3X, and he is a demoralizer of the trade. This impresses all other manufacturers, and I feel as though we all ought to belong to an association, because there are one or two or three firms in this country that could ruin all the rest of us if they were so disposed. But they are not disposed to do anything of the kind, and for that reason I think we all ought to join. I think probably the first mail will bring down our check for membership, and I would like to see all the manufacturers in the business join the association and all work together. If we are going into it and just cut each other's throats we will soon be down, and lots of us will be out. I hope I can carry home a report to our people that this movement is going to be a success.

#### Just Values.

Mr. Peters: I don't like to talk too much, but this gentleman made a few remarks just now that are very pointed. A great many people will always bring certain firms up—Turner, Day & Woolworth, for instance—as though they were afraid of them. I want to say right here that they are my strongest competitors, but I would rather go into competition with that concern today than any other concern I know of, because they want to get good prices. That is what we all want to do. We want what our goods are worth. I will go into any market in the world today and put handles up against anybody. I am not afraid of them, for the very reason that I make first-class handles and I will go into a market with other people any day. What makes a handle standard, anyhow? It is the price you get for it! I won't go against somebody's \$3 handle and say I can make a \$2 handle just as good. The buyer would say right away, if he had any sense, "Why, that man doesn't make handles right!" I don't care if I do have the name of being a follower. Some people seem to be so scared for fear folks will say they are following along behind somebody else! I am perfectly willing to be led along by anybody that can show me how to market my product and make money! Why shouldn't I be? But you can just bet that if Turner, Day & Woolworth or anybody else tried to lead me along where I would be the loser, I wouldn't follow for a minute. I'd pull and pull and pull my nose off but what I'd get away from them! I can show you today where men pretend to be handle manufacturers and they sell 20 to 30 per cent less than all the large companies are selling in Australia today. Why don't those fellows that sell handles so low go in and take those orders? Because the customers want our goods; because we hold them up to standard and they can depend on their being standard. The only way to get good prices is to make your goods standard and ask standard prices for them. If I don't sell but ten dozen handles in a year, I would not sell under right prices. I will quit selling when I can't get the same price as the best of them. Now what are we going to do about this? Are you going to keep out of the association or are you going to come right up in line? Had we not better sell a few handles and make something reasonable on them than to sell a lot and lose money on them? One of our customers was sold 15 per cent under what we can sell lately. Now what does that man think he is doing to sell at such a price? He is bound to lose. He can't help it. I would call us a lot of chumps to let things go on in that way. Turner, Day & Woolworth could put us all down to selling handles below cost if they wanted to, but they can also go to work and hold it up. What are we afraid of, I would like to know? I know those people are business men; they know when they are losing money; they know what handles cost them—for labor, insurance, material—everything else. I could tell you myself, but I don't want to take up the time. Still we have people today who are selling 3X handles at 30 cents a dozen less than we are, and delivering them, while we are selling f. o. b. cars at the factory! Now

are such people making any money? Or even a living margin? If so, I would like to have them show me how to run the handle business! I have been working in the handle business for many years and I know about how things are.

#### Board of Directors and Executive Committee.

Mr. Hartwell: Inasmuch as our Executive Committee requires one more member, according to the constitution, I move that Mr. Peters be added to it.

Seconded and carried.

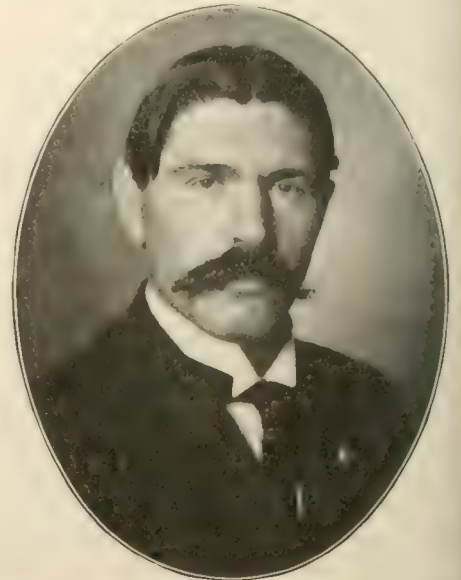
Mr. Gates: I move that Messrs. Hartwell, King and Ward be elected as the remaining three members of the Board of Directors.

Seconded and carried.

#### Grading.

Mr. Scott: Perhaps a little discussion on the important subject of grading would be of interest.

Mr. Peters: We have what is called a standard grade, but, for instance, a No. 2 pick handle may vary considerably. The majority may run half white and red, while someone's else runs all red. My handle may happen to run a little redder than somebody's else. A grade specifies the lowest admissible to any grade. We can control our grade by assorting. We have to do that to make it run very uniform. But as for making timber red when it's



H. B. ALEXANDER, HILLSBORO, IND., V. PRES. FOR MAPLE AND MINOR WOODS DIVISION.

white, and vice versa, we have not learned to do that yet. You could not cover grading much better than the rules of our old hickory association did. They covered the whole thing. I was chairman of that committee that got those grades up, and I know they were right.

#### Appropriation for Expenses.

Mr. Scott: I note that the secretary-treasurer is to have some sort of compensation, which I believe might be taken up here, and I will receive a motion to the effect that the few little bills for letter-heads, etc., herewith presented by Mr. Gibson be paid.

Mr. Gibson: I wish you people to understand that I do not desire any compensation for any of the work done up to the meeting Oct. 8, nor for any clerical work or anything of that sort since that time. However, two batches of letters and cards, about 600 each, were sent out Oct. 14, Nov. 8 and Nov. 16, for which I have presented the cost of postage and letter-heads printed for the Committee on Organization. There is also a little printing bill covering the constitution and by-laws which were mailed to



prospective members. I believe that is all I have to present in the way of expense account. As for the compensation for the secretary treasurer, I believe I can arrange to have the clerical work carried on in my office for perhaps \$100 a year. If that is satisfactory.

Mr. Peters: While it does not seem sufficient to me and I am sure we would be willing to make it larger, if Mr. Gibson is willing to take over the work, I move that \$100 a year be appropriated for the remuneration of secretary-treasurer, and that the bills as presented be paid out of the association funds.

The motion was seconded and carried.

#### Benefits of Association Work.

Mr. Scott: I wish to say that we belonged to the old association, and at the end of the year in looking at our ledger we found a difference in the amount of money we made. It was simply due to the fact that we got more money for our handles. That association made good money for every member in it, and it made money for some that often went out and cut prices. It made money for everybody, and finally after a while some of them commenced to pat themselves on the back and say, "I'm a pretty smart fellow, I am! I know how to run the handle business about right!" They commenced to think they could get along just as well without the association. Now, as a matter of fact, he was not making money until he went with the association and when he commenced to try to get along without it he began to lose money, and a lot of them had to go out of business from being broke. If they had stuck they would still have been in business and making money.

Mr. Gates: Of course we confront now different conditions than we ever had before in handle manufacture. There is right before us now a decline in market. We have to contend with banks that won't lend any money unless a man has the very best security. All of us that are maintaining prices are making money. The question we have to solve today is whether we shall go into the market and cut prices and lose money, or whether we shall keep our prices commensurate with cost of production, reducing the latter if necessary, and make some more money in the handle business. The history of the old association is a thing of the past, but I think a good many gentlemen here will bear me out in the statement that repeatedly on the floor of that association I said those members that withdrew and cut prices would fail, and there are not fingers enough on the hands of anyone present to count the number that went out and cut prices and have either sold out or consolidated with some other company or else are in the hands of a receiver. I say today that if the members of this association or of that expect to join this one and go out and cut prices or demoralize trade in any way, they will certainly go into the hands of a receiver or have their business on the bargain counter at the end of six months. It can't be done. You cannot buy hickory much cheaper than now. Freight isn't going to be any less, perhaps labor will be a little cheaper, but they will not leave you margin enough to cut your prices way down. This is the condition that confronts us today. Now, some may come here and want to play smart. I want to put this thing plain. You must live up to present prices if you want to make money. We cannot form any organization, according to the Sherman law, that will maintain set prices. But all we want to do is maintain prices that are in accord with the cost of production. When we accomplish that much we will have done a great deal for the hickory handle people at least. So far as we are concerned, we don't care anything about belonging to any association. We don't believe it is of any benefit to the Turner, Day & Woolworth Company, but we do believe it is of benefit to the trade. If there is anyone here that will tell me just how much he is cutting present prices, and how much money in his busi-

ness, I can pretty near figure out how long he will last. I believe we can manufacture our goods as cheap as anyone. There is no royal road to wealth in the handle business, but it is coming down to a point that whenever present prices are cut to any extent you are cutting off the life of your business. With regard to output, lumber used, etc., the handle manufacturer can sell all the grades he makes. The handle business runs along about this way: Some manufacturers have a trade for their best grade of handles. Others have orders in excess for No. 1 or No. 2, so that it is very difficult to state whether a manufacturer's production is exceeding demand. We have had all the orders we could take care of, but anticipating dull times we have been running a good many of our factories on eight-hour time. We rather hold some orders back than run out of business. We have cut our production 20 per cent. Some few factories are now for sale. I know of two that want to sell out now. I believe that if production is not curtailed now in some instances the banks are going to help curtail it.

Mr. Gibson: As your secretary I am going to ask you men to tell me the truth about conditions. I am going to bother you with letters galore and requests for information, and I want you to communicate with me freely, remembering that anything you place before me in the way of information will be held strictly confidential in the secretary's office. We will get all the information we can and members will get an impersonal abstract of all the information we get in this handle business. We will try to work out something that will be worth to you what little cost you put into it.

#### Demoralizing Practices.

A member: I want to call the attention of every member of the association to a practice that is now being attempted by some of the jobbing trade. Practically 50 per cent of manufacturers, or more, are putting out honest grades. But we have been solicited very strongly of late to send our No. 2 handles branded a higher grade. We have refused to go into this way of doing business, but in many instances jobbers have bought our goods and asked us to ship them a certain grade, and then have taken the brands off and marked up the grades! This is very demoralizing to the trade, and there ought to be some way to have this thing stopped. We have notified quite a number of the large manufacturers handling our goods that this was being done, and have said we would and we shall expose it whenever we find it. If we find anybody marking up our goods or anybody's else we shall expose it. We ought to have an organ like the HARDWOOD RECORD to speak through, and where we find that, we ought to put the name of the jobber right into print for everybody to see. I don't know why a handle manufacturer can't take the same dignified position before the trade that others do. We ought to take the stand that we are manufacturing along honest lines, selling honest grades, trying to get merely honest prices, and our company wants to take the stand that we simply will not do otherwise. The honest large jobbers are today adopting the label system to protect their trade, and it will work much to the benefit of the honest manufacturer and the honest jobber. I believe this is a matter that ought to be considered seriously. If we adopt standards let the jobber buy the handles according to grade and sell them that way.

#### Attitude on Prices.

Mr. Peters: In regard to all this talk about the Sherman act. Is there any law in the land that if a large and prosperous concern puts out a new list of prices I cannot follow it? Now we all have different lists and different discounts and as far as uniformity is concerned all we want is to all of us ask prices that conform somewhat with the high cost of labor, timber and manufacture. Not half the handle makers have any idea of what it costs them today to make handles.

Mr. Gibson: I think it is better for us to put out something which may assist the market by saying to handle manufacturers, "Here is a report which shows about what people ought to get for handles, in these times of timber scarcity, expensive labor, etc. Their cost is so much, and to make a living profit so much should be asked for them." I will undertake to put out such a market conditions report for the benefit of members. Of course, with the differences in discounts, etc., it will merely act as something of a guide in making quotations, enabling members to use it as a convenient reference showing the actual cost of the goods.

After some further discussion upon freight rates from various points, the present high cost of manufacture, methods of grading, etc., the meeting adjourned for luncheon.

#### AFTERNOON SESSION.

A short session was held at 2:30 p. m. Considerable interesting discussion was indulged in, and the only important action taken was the selection—on motion duly seconded and carried—of a committee on market conditions, which should assist the secretary in compiling a report for presentation at the next meeting. The committee consists of Thomas McCulloch, C. L. Hartwell and F. W. Peters.

#### Next Meeting Place.

It was decided to hold the next meeting at Indianapolis, upon call of President Clendinen, and the opinion was expressed that it should be called in the near future and that frequent meetings could not fail to be of benefit to members. All those present expressed the greatest satisfaction over what has already been accomplished, and memberships came in freely, verbally and by mail and wire, during the meeting. Many expressions of good will and congratulatory messages were received from members who were not able to be present.

Representatives of E. C. Atkins & Co., the great saw manufacturing house of Indianapolis, were present at the meeting, many of their customers being members of the association. N. A. Gladding, secretary and sales manager, entertained a number of the visitors at luncheon.

#### Attendance.

Jones, C. H., J. F. Jones Sons, Columbus Grove, O.  
Lennard, H. R., Lennard Handle Co., Metamora, Ind.  
Smith, W. H., Albion Handle Co., Albion, Mich.  
Isley, Jacob P., Attica, Ind.  
Ward, G. W., Veedersburg Handle Co., Veedersburg, Ind.  
Griffith, E. L., G. O. Griffith & Son, Albany, Ind.  
Gillbreth, R. W., Charlottesville Mfg. Co., Charlottesville, Ind.  
Beamer, William J., Consolidated Handle Co., Manor, Pa.  
Charlesworth, Wm. Charlesworth Handle Co., Fayetteville, Ark.  
Hartwell, C. L., Hartwell Brothers, Chicago Heights, Ill.  
Peters, F. W., I. F. Force Handle Co., New Albany, Ind.  
McCrills, M., McCrills Handle Co., Norwalk, O.  
McCulloch, Thomas, Turner, Day & Woolworth Handle Co., Louisville, Ky.  
King, T. R., Ivory Handle Co., Hope, Ark.  
Husign, H. B., Keystone Handle Co., Allentown, Pa.



Gates, Charles D. Lumber Div. & Woodworth Handle Co. Louisville, Ky.

Sperry, C. W. Sperry Mfg. Co. Ft. Wayne Ind.

Conover, Will C. Hickory Handle Co. Milled Ind.

Scott, P. C. Keeler & Lamm Mfg. Co. St. Louis, Mo.

Gibson, Henry H. HARDWOOD RECORD, Chicago

## CONSTITUTION AND BY-LAWS.

Herewith is presented the constitution and by-laws of the Handle Manufacturers' Association of America, as adopted at the Indianapolis meeting:

### Article I.

#### NAME.

This organization shall be known as the Handle Manufacturers' Association of America.

### Article II.

#### OBJECTS.

The object of this association shall be to promote a higher education in the manufacture of handles; the advancement of its members by promoting better methods; the exchange of information and adoption of plans for the expansion of the handle market and the general betterment of conditions in the trade.

### Article III.

#### MEMBERSHIP.

The membership of this association shall consist of individuals, firms and corporations in America engaged in the manufacture and sale of handles. The right to sit in executive session and to vote shall be accorded to members only. All applications for membership shall be made in writing to the secretary-treasurer. (See Article XIV.)

### Article IV.

#### OFFICERS.

The officers of this association shall be a president, three vice presidents and a secretary-treasurer, elected annually to serve until their successors are elected and qualified, and a Board of Directors, consisting of seven members. One vice president shall be elected from the hickory handle trade, one from the ash and oak handle trade, and one from the broom handle trade.

There shall be an Executive Committee consisting of the president as chairman, the three vice presidents and one member of the Board of Directors, chosen by themselves. The members of the Executive Committee shall serve for one year. At the regular annual meeting of the association four directors shall be elected to serve one year and three to serve two years.

### Article V.

#### DUTIES OF OFFICERS.

**President**—It shall be the duty of the president to preside at all meetings of the association; to issue calls for special meetings when necessary and to appoint committees.

**Vice Presidents**—It shall be the duty of one of the vice presidents to perform the duties of the president during his absence.

**Secretary-Treasurer**—It shall be the duty of the secretary-treasurer to keep the minutes of all meetings of the association, Board of Directors, and Executive Committee; to collect and keep strict account of all dues and assessments; to issue proper notice of all meetings; to prepare a report of affairs at his office and submit same to the meetings of the different bodies, and to perform such other duties as ordinarily fall to the office of the secretary, or as may be required of him by the president or Executive Committee. Also to take care of the funds of the association, giving receipt for same; to pay all bills when approved by the Executive Committee, and if so

required by the Board of Directors, to furnish bond satisfactory to them at the expense of the association.

**Board of Directors**—The Board of Directors shall be vested with the full power of the association, save at such times as the association is in session.

**Executive Committee**—The Executive Committee shall engage such employes as may be necessary to carry on the work of the association, and fix their salaries and have full power of the association except at such times as the Board of Directors or the association is in session. Measures placed before the Executive Committee must have the unanimous vote of those present in order to become effective.

### Article VI.

#### ELECTIONS.

The election of officers shall be held at each annual meeting of this association; each member present shall be entitled to one vote, and the election shall be by ballot. A vote of the majority of the members present shall be necessary to an election, and each concern shall have but one vote.

### Article VII.

#### VACANCIES.

In case of a vacancy in the directorate, or in any official position, it shall be filled by the Executive Committee for the unfinished portion of the term of such director or officer.

### Article VIII.

#### MEETINGS.

**Association**—There shall be two meetings of the association per annum, places to be fixed by the Executive Committee; the annual meeting to be held the third Wednesday in November, and the semi-annual meeting to be held the third Wednesday in May; notice of such meetings to be mailed to members at least thirty days prior to the holding thereof.

**Directors**—There shall be at least two meetings of the Board of Directors per annum, held prior to regular meetings of the association.

**Executive Committee**—There shall be at least four meetings of the Executive Committee per annum.

**Special**—Special meetings of the association or of the Executive Committee may be called by the president, or special meetings of the directors may be called by the chairman at any time, due notice to the members being required as above.

**Mail Vote**—When the president shall deem it inexpedient to call a special meeting of the association or the Executive Committee, or when the chairman shall deem it inexpedient to call a special meeting of the directors, he may take a vote by mail on any question on which an expression is deemed necessary.

### Article IX.

#### SALARIES AND EXPENSES.

All officers and directors of the association shall serve without compensation, except the secretary-treasurer, whose compensation shall be fixed by the association. The expenses incurred by the officers and directors of the association in attending other than the regular semi-annual meetings and in carrying on the work of the organization, shall be paid by the association when approved by the Executive Committee.

### Article X.

#### QUORUM.

Fifteen members shall constitute a quorum of the association.

Five directors shall constitute a quorum of the Board of Directors.

Three members shall constitute a quorum of the Executive Committee.

### Article XI.

#### COMMITTEES.

The following committees shall be elected at annual meetings, all to serve for one year: Executive Committee, as heretofore described.

**Nominating Committee**, consisting of three members.

**Committee on Constitution and By-Laws**, consisting of three members.

**Auditing Committee**, consisting of three members.

**Committee on Resolutions**, consisting of three members.

**Entertainment and Program Committee**, consisting of three members.

**Committee on Credentials**, consisting of three members.

### Article XII.

#### DUES.

The dues of active members shall be \$10 per annum, payable in advance. All members must sign the Constitution.

### Article XIII.

#### SUSPENSIONS.

The Executive Committee may suspend any member for non-payment of dues, or for any cause deemed sufficient by it.

### Article XIV.

#### SUBSIDIARY ORGANIZATIONS.

There shall be three subsidiary organizations embraced within the parent body, as follows:

**Hickory Division**—Consisting of manufacturers of handles for edge tools, railroad and mining trade, picker sticks, dowels, etc.

**Ash and Oak Division**—Consisting of manufacturers of rake, fork, D handles, and other agricultural and domestic implement and tool handles, logging tool handles, plow handles, etc.

**Maple and Minor Woods Division**—Consisting of manufacturers of broom and mop handles, dowels, etc.

Any member of the Handle Manufacturers' Association of America engaged in any of these lines of production shall be eligible to membership in the subsidiary organization in which he is interested. Legislation by any of these subsidiary organizations must have the approval of the parent association to become effective.

### Article XV.

#### AMENDMENTS.

These articles may be amended at any meeting of the association by a two-thirds vote of the members present and voting, and no amendment shall be considered at any meeting unless a written notice of the change proposed shall have been given to the secretary at least thirty days previous to such meeting, and unless written notice of such proposed change shall have been mailed to members at least fifteen days prior to such meeting.

### By-Laws.

#### 1. Order of business:

Roll call.

Reading of minutes of last meeting.

Enrollment of new members.

Reports of secretary-treasurer.

Reports of committees.

General business.

Election of officers (at annual meeting).

Selection of location for next meeting.

2. The Board of Directors shall make such additional by-laws and rules for the transaction of the business of this association as they may deem its development to require.



## Status of the Dimension Business.

Some twelve years ago, recognizing the chaotic and unsatisfactory condition of the hardwood dimension business, the HARDWOOD RECORD organized an association of dimension stock manufacturers. Later this organization was amalgamated with the Hardwood Manufacturers' Association of the United States. This move was made with the idea that the very complete office machinery of the large association would be better able to handle the work to the interests of dimension makers than could a minor organization.

A few days ago the editor addressed letters of inquiry to several dimension stock makers prominent in the original movement, asking them to freely express their views on the status of the trade, particularly as compared with former years, referring specifically to improvement in manufacture and grading; prices—high or low, satisfactory or not; demand—volume, increase in call for any special material; also anything further along these lines which would be of interest to the trade at large.

Excerpts from several replies are herewith appended, and they show unquestionably the value of the educational work accomplished through the movement. It is very gratifying to note that even in the face of a slow sales period the dimension stock business is in very satisfactory condition, and that prices are now somewhat commensurate with the value of the stock.

### From Prominent Indiana Manufacturers.

Referring to the Dimension Stock Association formed a couple of years ago through your efforts, this concern for one wants to thank you; first, for conceiving the idea, and, next, for pushing it to results. Your first question, as to improvement in manufacturing and grading, of course, we are not in position to answer, as we do not purchase any of this stock from outside mills, and the forming of the association did not affect our manufacture or grading in the least. We made it the same as we always did, and we graded it the same. But the second question can be answered very satisfactorily. We are obtaining a much higher level of prices for all classes of this stock than we did previous to the formation of the association. In reference to the third question, we also think the demand for this material is larger than it was, though we as a firm manufacture about the same amount and sold our entire output always, but at the same time it was notorious that we obtained a much higher price for dimension stock than most manufacturers of this class of material, probably from the fact that we manufactured it and that we graded it as the consumer wanted it. Summed up, the forming of the association has been of great good to the manufacturers of this class of material, bringing them together and keeping them posted as to the value of the goods and the prices they should obtain for same. Formerly these prices varied, sometimes \$20 per thousand for the same class of material—just think of it, 200 or odd dollars difference in price on one carload of lumber! We think that prices are now fairly uniform all over the country, a small portion only being sold cheap; and yet this dimension material is not bringing anywhere near the price it should.

Comparing conditions for the twelve months ending Nov. 1 with previous years, would say that there has been some improvement in manufacture and grading of hickory stock, and my remarks apply to hickory alone, as this is the only class of timber that we use in the manufacture of light vehicle wheels. There is, however, great opportunity for still further improvement, both in the manufacture of the stock and particularly in the grading of it. The rules of the Hardwood Manufacturers' Association are not applicable to the proper grading of hickory for vehicle wheel purposes, and as there is possibly not less than 400,000,000 feet of hickory used each year in this country, the rules for grading should be such as will give both the buyer and the seller all there is in the timber itself. As to the price of hickory, it is much higher than it has been in former years, but not, I believe, too high. The price on hickory had been so low that the owner of timberlands preferred to have everything but hickory cut, for the reason that he could not get enough out of his hickory to pay him to cut it. The price has within the last two years been raised enough to make it profitable to cut hickory, and this has brought to the market a more satisfactory supply. There is no doubt that hickory timber is being very rapidly exhausted, and it will be a great question in the very near future what to do for a substitute. The demand for our goods in the year ending Nov. 1 was about the same as the previous year, but considerably more than two years ago.

Very little, if any, dimension stock is being made in the South on account of the ability of mills to sell their low-grade stock either in the form of lumber or ties, at a price which obviates either the necessity or the desirability of making dimension; this statement is based upon reports from mills both east and west of the river. Woodworking establishments west of New York have been filling their wants in plain-sawed oak from local mills, and prices for this stock have hardly been up to the proper range. Hickory and ash have been sold at very good prices.

### Opinion of a Large Missouri House.

Complying with your request of Nov. 11, our observation is that the Dimension Stock Association, which was afterwards merged into the Hardwood Manufacturers' Association, has been of great benefit to manufacturers. We have always furnished a very high grade of well-manufactured dimension stock, and are pleased to report that we have in some cases obtained from \$2 to \$8 advance over prices received prior to the educational work done by the association. So far prices have been very satisfactory. We have not noticed any particular demand for special material. In fact, the only changes we note are in the improved prices, and possibly a somewhat lowering of grades demanded by some chair makers.

### Sound Sense from Pennsylvania.

As regards improvement in manufacture and grading, I think most every one in the business has learned by experience more economical methods in the way of cutting out this stock, and in so far as grading is concerned there has been no particular change in such items as we get out. As to the question of price, would say that in the last eighteen months or so prices have been better on this stock than heretofore, although as a matter of fact the price on this dimension stock is not commensurate with price on rough lumber. While it is a fact that

no millmen are getting this stock out of low-grade material, or in some cases cutting the log in such a manner as will enable them to put it into dimension stock, if cut in the regular way for boards and planks it would not grade up very high. A great many millmen do not figure that even though they cut up low-grade lumber into small dimension stock, the clear cuttings gotten out of this low-grade lumber do not amount to as much as the actual waste. It is a more expensive operation to cut low-grade lumber than it is good lumber. I do not think that prices being quoted on dimension stock generally are high enough. I speak more for oak than anything else. I am not sufficiently well posted on hickory to know what the people interested in that line of business are getting. It is true with all millmen that they take on a certain amount of dimension stock business in order to get rid of low-grade lumber, or in many cases undesirable lengths and thicknesses. At the same time there are more people buying dimension stock today than there were several years ago, for the reason that they can buy dimension stock practically ready to use very much cheaper than they can buy the lumber and cut it up at their own factories. In the above I have given you my ideas of the situation, and while I do not want to be understood as talking for publication, I think more concerted action among the large manufacturers of this class of stock would have a tendency to bring results. This, of course, is a bad time to talk on the question of prices, but I think the more you get the people figuring and thinking about the matter the better they will understand it. I venture to say that a great majority of people getting out this class of stock do not know what it actually costs them. If a great many of them would figure out what the lumber is worth as it stands on their yard, or at least what they could get for it before they cut it into this dimension stock, then keep an accurate account of what it costs to work it up per thousand feet, and in the end measure what they actually get out of it in finished stock, they would find the price that lumber actually netted them per thousand feet in a great many cases less than they could sell it for without putting any work on it at all. I think this class of millmen, when they read about such things in trade papers, will get to thinking, and when they do see where they stand they will be ready to ask a sufficient price to compensate them for their time and material.

### From a Chicago Viewpoint.

We have not noticed any particular improvement in the manufacture of dimension stock, while the over-production and liberal shipments have enabled the consumer to be more exacting in regard to inspection. Prices are unsatisfactory, and where stock is forced on the market they will remain so.

### Two Letters from Kentucky.

Yours of Nov. 11 received and contents noted. In answer will say we feel that there is quite an improvement in the manufacturing and grading of dimension stock, but still it is far from what it ought to be, and only those who are manufacturers of stock just as it should be are giving the grade as specified or getting the prices they ought to have. Prices on dimension stock are low considering the material required, and it seems that it is a very difficult matter to get them up to what they should be in comparison with other lumber. We believe that dimension stock values, for all except the very smallest pieces, ought to be well



above common, while they are somewhat less than common on most items. The demand for this is constantly increasing, and we believe the more it is developed the more trade there will be for it, especially with firms that manufacture the stock properly.

Referring to your inquiry in regard to dimension stock, beg to say that I am under the impression that manufacture and grading have improved. The prices are not satisfactory as yet; the demand for special cut sizes has increased.

#### Status in Ohio.

We have found for the last year back that hickory dimension stock has been higher in price; I cannot say that grading has been improved upon; the demand has been great. This is all owing to the poor winter we had for lumbering a year ago in the South. Of course at the present writing there is quite a good deal of dimension stock, in the way of spokes, rims, shafts and poles, being offered; we feel sure this is caused by the scarcity of money and that manufacturers are going very slow in regard to their buyings.

#### Great Improvement in West Virginia.

We have your letter of Nov. 11. Since the meeting two years ago in Cincinnati the volume of business in dimension stock has been growing. Some prices have almost doubled or gradually increased until certain classes, particularly the better and higher grades, are now about what they should be. At the time of the meeting two years ago the furniture people had been buying so much stock from small manufacturers, who did not seem to care what price they got for it, that it was almost impossible to get orders for first-class dimension stock at prices that would pay to manufacture same. Today this volume of business in high-grade dimension stock is more than can be supplied, and the chair manufacturers have found that the stock can be furnished by first-class dimension mills so much better in quality and so much more evenly manufactured that they are willing to pay a better price and have more permanent source of supply. Within the last few months chair manufacturers from the northern section have come into this section for beech and maple stock—material of which we have plenty—with orders for large quantities, where two years ago it was almost impossible to get an order for a car of this stock. The manufacturers have gradually made up their minds that they can take turnings from mill cheaper than they can have the stock shipped to them and turn it themselves; and even now, with the great depression in business, the stock moves rapidly and is in great demand.

#### From an Alabama Pioneer in the Trade.

We are and have been making chair and furniture dimension out of oak, both in squares and quartered backs, and some plain oak seat frames. Since the organization of this Dimension Stock Association, which was the result of the Cincinnati meeting, it has been our experience that manufacturers have very much improved the grade of their material, and owing to this, as much as anything else, they are getting better prices by far than when the association was formed. Furthermore, the consumers of dimension material are wanting to buy more of it than formerly, on account of getting what they want properly manufactured. We are selling all the dimension we can make at present, at what we consider fair prices for the condition of the dimension market. But not yet has the stock reached the prices it should bring compared to the cost of lumber. We see no reason why, if the makers of dimension will be careful in the manner of manu-

facturing their product, and loading it out to the consumer, the price of dimension should not materially advance, or keep in pace at least with the value of first and second lumber, out of which the consumer has to manufacture it if he cannot buy the dimension to suit him. The main features connected with the making of dimension material are to make it right, and to put no culls into shipments to the consumer.

#### From Michigan.

Replying to yours of Nov. 11 in reference to the dimension stock business, we find the demand good, especially so with regard to quartered oak dimension. Prices are on a higher level than in former years, but they are not high enough to be called satisfactory for dimension stock. We find considerable improvement over former years in the manufacture of it, yet room for much more. These remarks have reference to furniture and chair stock only.

#### From Wisconsin.

Large pieces of hardwood dimension lumber are worth more than same quantity in the plank, figured on board measure. Vehicle material, such as poles, shafts and rim strips and wagon axles, require the best quality and largest pieces and sell for prices much above the value of the plank. The smaller pieces, running down to 20 inches long, 1½x2 inches in size, do not always sell at the prices they should, being higher than a just division will make them. Some cutters of large dimension material compute the cost of long or heavy cuttings with no reference to the waste and realize out of them the whole cost of the operation of producing them. All these mills cut out of the waste is clear gain to them, less the handling. If they

did not cut small dimensions, the cuttings from axles, poles, shafts would have to be burnt up. Small hickory reaches me often cut from narrow edgings otherwise useless, being too narrow for small spokes. Spokes sell for a lower price than most any kind of dimensions, and require lots of work to get out. The change from wood spring bars to steel hangers on buggies has taken from the hickory dimension over 1,000,000 pieces, averaging 28x2x1½, which formerly were cut and furnished to the gear manufacturers. The steel-plated vehicle reach and malleable iron head block will throw about 1,500,000 to 2,000,000 hickory small pieces back on the dimension mills, yet the price of small dimension is high. In furniture small dimension the price is low and in short wagon felloes made of oak the price is and always has been entirely too low, as there is a great waste in cutting short felloes. Lumber wagon material of oak, large pieces, mostly clear, with waste in seasoning large, have sold too low, and advancing prices are more in line with the increased costs of timber, etc., but small hickory dimension sells higher than it should. Furniture dimension is too low, but long hickory strips are about the right price.

#### Satisfactory Report from Tennessee.

We still make a specialty of dimension stock piece work. Stock of necessity has to be manufactured for the purpose for which it is intended to be used, and has to be properly handled and contracted for, or it is no good. Cull stock should be left at home for firewood, as it is expensive to load firewood in cars and pay freight for the purpose of giving it to the buyer, who generally gets more of it than he wants. We get satisfactory prices, which make us continue to push that part of our business, and at a profit.

## Simplification of Hardwood Inspection Rules.

That capable instructor in forestry and lumbering, Dr. C. A. Schenck of the forestry department of the Biltmore Estate, Biltmore, N. C., is nothing if not enterprising. He sends the *HARDWOOD RECORD* a four-page circular in which the general rules of hardwood inspection authorized by the National Hardwood Lumber Association to go into effect December 1, are analyzed in the simplest possible form.

This analysis which Dr. Schenck has made embraces in brief general instructions covering defects, and specific inspection rules for poplar, chestnut and oak, which are the principal lumber products of the section in which he is operating. The presentation of the rules is concise and intelligible. Dr. Schenck explains that he has rewritten them largely for the benefit of the hands employed in his mills, as it seems to him necessary that not merely inspectors shall know them, but every mill hand as well, that every one having anything to do with the manufacture and grading of lumber may have a fair idea of grades and the resultant value of the boards which he assists in making. He believes that this general education will prevent waste and obtain for the owner of a mill the maximum possible benefit.

This condensation is certainly a valuable addition to inspection literature, and it is so

short that it should easily be memorized by every inspector. The document is herewith attached:

#### DEFECTS.

One knot (sound or unsound) of 1¼ inches diameter is one standard defect.

Two knots not exceeding in extent or damage one 1¼-inch knot are one standard defect.

Worm holes not exceeding in extent or damage one 1¼-inch knot are one standard defect.

One knot hole not exceeding in extent or damage one 1¼ inch knot is one standard defect.

One straight split as long in inches as the board measures square feet is one standard defect.

One split 6 inches long in boards 8 inches wide and wider is, however, no defect.

Wane ½ inch wide, as deep as one-fourth of the thickness, as long as one-sixth of the length is no defect.

Wane wider or deeper or longer than above is one standard defect.

#### POPLAR.

Fas Smallest width 6 inches, shortest length 8 feet.

Narrow boards:

Boards 6 and 7 inches wide must be without sap and without defects.

Boards 8 and 9 inches wide may have 1 inch of sap.

Wide boards:

Surface of 11 to 14 feet allows of 3 inches sap and one defect.

Surface of 15 to 20 feet allows of 5 inches sap and one defect, or allows of 3 inches sap and two defects, or allows of no sap and three defects.



Surface of 21 feet and over allows of 3 inches sap and two defects, or allows of 3 inches sap and three defects, or allows of no sap and two defects.

Subjects. Grade has on the good side and sap or common No. 1 on the poor side.

Saps—Smallest width 5 inches, shortest length 8 feet.

Narrow boards. Boards 5 to 8 inches wide allow of no defects, excepting a short split.

Wide boards. Boards 9 inches and over wide allow of one defect on one face.

#### IMPORTANT

In the common grades sap is no defect.

Com. No. 1—Smallest width 5 inches, shortest length 8 feet.

Boards 5 inches wide must work two-thirds clear face in two cuttings.

Clear cuttings must be 5 inches wide and 2 feet long or longer. Reverse side must be sound.

All other boards must work two-thirds clear face in two cuttings, if board is shorter than 12 feet; in three cuttings, if board is 12 feet long or longer.

Clear cuttings must measure at least 2 feet by 4 inches or 3 feet by 3 inches. Reverse side must be sound.

Com. No. 2—Smallest width 4 inches, shortest length 4 feet.

All boards must work one-half sound in three cuttings, if board is shorter than 11 feet; in four cuttings, if board is 11 feet long or longer.

Sound cuttings must measure at least 2 feet by 3 inches. Sound cuttings are pieces free from rot and shake.

Com. No. 3—Smallest width 3 inches, shortest length 4 feet.

All boards must work one-fourth sound.

A grade may contain shake, rot, heart, knots, wane, but the use of the board as a whole must not be affected materially by these defects.

B grade may contain defects without limit.

#### CHESTNUT.

Fas—Smallest width 6 inches, shortest length 8 feet.

Length—20 per cent of boards may be under 12 feet long; 10 per cent of boards may be 8 feet or 9 feet long.

Standard defects are admitted according to surface measure as follows: 6 feet, one standard defect; 9 feet, two standard defects; 12 feet, three standard defects; 16 feet, four standard defects.

Com. No. 1—Smallest width 4 inches, shortest length 6 feet.

Boards 4 inches wide by 6 or 7 feet long must be clear; 8 to 11 feet long, must work two-thirds clear face in two cuttings; 12 feet or over long, must work two-thirds clear face in three cuttings.

Clear cuttings must measure at least 2 feet by 4 inches. Reverse side must be sound.

All other boards when 6 feet to 11 feet long must work two-thirds clear face in two cuttings; when 12 feet or over long must work two-thirds clear face in three cuttings.

Clear cuttings must measure at least 2 feet by 4 inches or 3 feet by 3 inches. Reverse side must be sound.

Wormy—Inspect just like common No. 1. Worm holes, however, are admitted without limit and are not considered as defects.

Com. No. 2—Smallest width 3 inches, shortest length 4 feet.

All boards must work one-half sound (not clear) in three cuttings, if board is 4 feet to 10 feet long; in four cuttings, if board is 11 feet or over long.

Sound cuttings must measure at least 2 feet by 3 inches.

Com. No. 3—A and B as in poplar.

Finish—Comprises boards inspecting fas on one face; also clear face boards 4 and 5 inches wide. The reverse face of finish must be sound.

#### OAK.

Fas—Smallest width 6 inches, shortest length 8 feet.

Length—20 per cent of boards may be under 12 feet long; 10 per cent of boards may be 8 feet or 9 feet long.

Flight sap is no defect in boards 6 and 7 inches wide, up to one-third of width of piece on one face; in boards 8 inches and over wide, up to any width on one face, is one standard defect for every one inch on the reverse face.

Standard defects are admitted according to surface measure as follows: 6 feet, one standard defect; 9 feet, two standard defects; 12 feet, three standard defects; 16 feet, four standard defects.

IN THE COMMON GRADES BRIGHT SAP IS NO DEFECT.

Common No. 1—Smallest width 4 inches; shortest length 6 feet. Boards 4 inches wide by 6 or 7 feet long must be clear; by 8 to 11

inches long must work two-thirds clear face in two cuttings; by 12 feet or over long, must work two-thirds clear face in three cuttings. Clear cuttings must measure at least 2 feet by 4 inches. Reverse side must be sound. All other boards, when 6 to 11 feet long, must work two-thirds face in two cuttings; when 12 feet or over long, must work two-thirds clear face in three cuttings. Clear cuttings must measure at least 2 feet by 4 inches or 3 feet by 3 inches. Reverse side must be sound.

Common No. 2—Smallest width 4 inches, shortest length 4 feet. All boards must work one-half clear face in three cuttings if board is 6 feet to 11 feet long; in four cuttings if board is 12 feet or over long. Clear face cuttings must measure at least 2 feet by 3 inches. Reverse face must be sound.

Common No. 3—A, B, as in poplar.

Finish—Comprises boards inspecting fas on one face; also clear face boards 4 and 5 inches wide. The reverse face of finish must be sound.

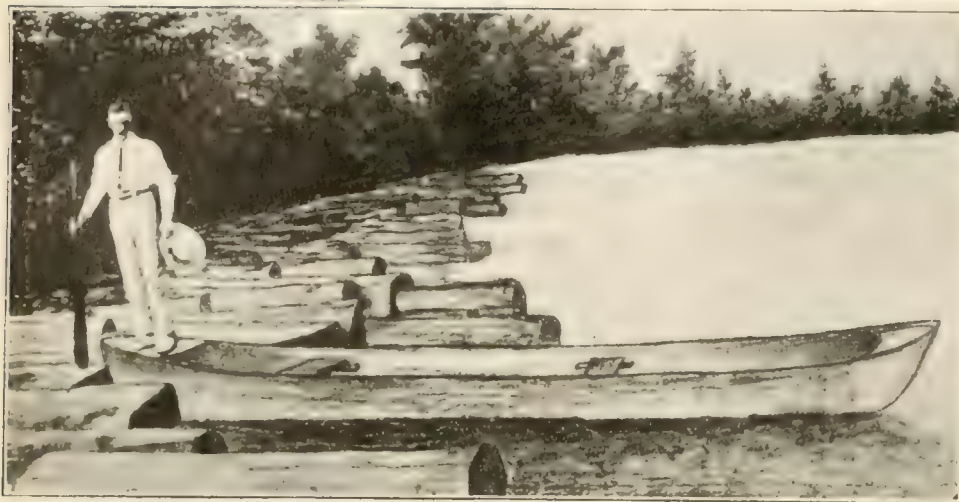
## Boats Made from Tree Trunks.

Down in those countries bordering on the Caribbean sea, the traveler frequently sees curious and very unusual objects. One which attracted my attention in particular was a boat, or canoe, forty feet long and thirty-six inches wide, which had been made from the trunk of a mahogany tree, hollowed out by fire. It was equipped with a mast, sail, seats and rudder and other rigging, and its captain, who was also the owner, was very proud of his craft. I had heard of boats made in this primitive way, and was much interested in talking with a party who was familiar with the peculiar process of making these boats. At first thought it would seem almost impossible to hollow out the trunk of a large mahogany tree by fire without burning it too much, taking chances of ruining it or possibly reducing it to ashes. But the fact is, no such danger need be feared. The fire is handled so carefully and kept so completely under control that when the boat is completed the hull will be of comparatively uniform thickness throughout and perfectly smooth on both the outer and inner surfaces. This is accomplished by a series of very small fires, made of fat pine splints, or of a very resinous substance secreted by the wax palm, which is found in that country. These substances produce great heat, with but little blaze, and the wood is thus charred in for a depth of one-half or three-fourths of an inch. The little fire is then shifted to another place in the bottom of the boat, and the charred wood is scraped off as deep as it is burned. Another of the fires is then moved, and the burned wood scraped off as before, and this process of shifting the fires, and scraping, is repeated time after time, until the whole interior of the log is burned and scraped out. It is only when the boat is nearing completion, and the hull has about reached the proper or required thickness that the greatest care is necessary, so as not to burn through or make the hull uneven, or too thin in some places and too thick in others. Several fires can be kept

in operation at the same time and the work accomplished more rapidly than one would think. The outside of the log so nearly conforms to the shape of the boat that it only needs to be brought to a point at the stem or front end and tapered slightly at the stern, and worked down on the bottom side to somewhat flatten the bottom, and thus render it less liable to capsize. The greatest work in making the boat is excavating the interior.

Many years ago this was the common method of constructing boats among the people of the nations of Central America and other southern countries. Now they are shaped and hollowed out by the use of modern tools, such as the ax, adz, auger and plane. A search for a suitable tree from among the monarchs of the forests is the first part of the laborious task. When one is found with sufficient girth and length and straightness of trunk, to make a boat of the required dimensions, it is felled. Once on the ground, the log is cut off the required length, the upper third is cut away on a straight line from end to end. On this flat surface the workman begins to hollow out the inside of the boat with an adz, which is the most suitable tool for this purpose. He does not complete this part of the work at this time, however, but only sufficient of it to lighten the log so it can be readily turned upside down. This done he begins work on the outside of the log, which is cut down to the exact shape required in the boat. It is planed off perfectly smooth, and then turned upside down again and work resumed on the inside. A scribe is made around the edge designating the thickness of the hull, and the wood is carefully cut out to this line. To secure uniformity of thickness of the sides, a rudely constructed caliper is used to frequently try the thickness as the work progresses. When the bottom is reached a series of holes about five-eighths of an inch in diameter is bored through the bottom, twelve or eighteen inches apart, the shorter spaces being where there is the most curvature to





THE DORY, PROPELLED WITH A PADDLE AND USED FOR LIGHT WORK IN CENTRAL AMERICA.

the hull of the boat. Measurements can be taken from each of these holes by which a uniform thickness of the bottom is easily obtained, and when the boat is completed the holes are so neatly plugged with the same kind of wood that they are not noticeable. Sometimes a narrow moulding is placed around the edge of the boat, which adds greatly to its finished appearance. The time required to make one of these boats varies, of course, according to the size of the craft and skill of its builder, as much as three months' time being spent in completing some of the larger sizes.

There are three kinds of these native boats made by hollowing out the trunks of trees. First, the dory, or canoe, sometimes called a dugout; second, the pit-pan, which is larger and longer than the dory, and, third, the bateau, which is wider than the others.

The dory is from ten to twenty feet long and is never provided with carlocks or rudder. It is simply a canoe, propelled with a paddle instead of oars. It is used for light work and running about from place to place on short trips.

The pit-pan is a long, flat-bottomed boat, used on the rivers and lagoons in Central America, carrying goods and supplies up the rivers to the small towns and logging camps in the interior. On their return trips they usually bring down rubber, chicle, logwood or some other product of the forest. They have a movable mast and sail, which can be hoisted in place, to take advantage of the sea breeze when used on the lagoons or along the coast. They frequent the waters where there are many small islands, where they engage in fishing or collecting fruits and coconuts, and are employed in many other kinds of trade and traffic.

The bateau is used exclusively for freight and is a slow-going, unwieldy and clumsy craft, but capable of carrying enormous loads. It is more like a flatboat, or a small barge, and is used principally along the rivers and sometimes serves as a lighter to carry goods to and from ships when the sea is calm. They are made by taking a

pit-pan (usually one that is old and needing repairs) to some suitable location (probably a boat yard) and placing it bottom-side up, striking a mark from one end to the other, exactly in the center of the boat, with chalk and line. It is then ripped along this line from stem to stern with a rip saw and the two halves spread apart, according to the width required to make the bateau. A set of small timbers are placed across the bottom on the inside and ribs fitting the curvature are inserted along the sides. The space between the two halves of the boat is then covered with boards or planks, which are thoroughly nailed to the timbers, and the crevices corked and covered with pitch. The ends are left square to the extent of the space added to the bottom and the bateau now being complete is ready to be launched.

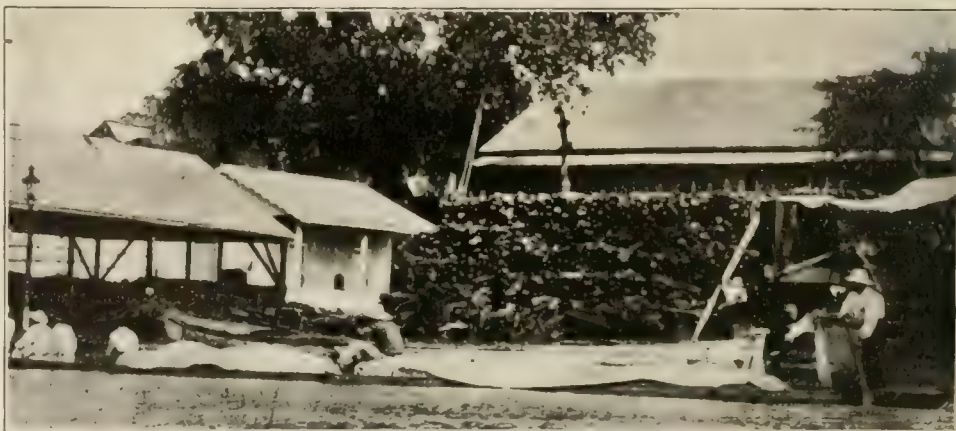
A great amount of freight is accumulated at Belize and other coast towns by these various forms of rude native boats. The largest pit-pan that I remember seeing was one used in freighting on the Belize river. It is represented in the picture. It was loaded with camp supplies, which were covered with tarpaulins and was just leaving the wharf for a seventy-five-mile trip up the river. This pit-pan was eighty feet long and fifty-eight inches wide, and was

made of a mahogany log. Just think what a magnificent and remarkable tree was destroyed in making this rude and rather rakish-looking craft. The lumber or veneers it would have made would be worth enough to buy an electric launch, equipped with all the latest improvements.

This custom of making boats of valuable logs will soon be a thing of the past, however. But the natives will continue to make them of cheaper material, such as sawn wood and other trees for many years yet. The dwellers on the coast of the Caribbean sea cling tenaciously to their old traditions and are loath to surrender any of their ancient customs.

At Belize during Christmas time each year the people engage in a period of feasting and celebration—a time of great festivity, during which one of their chief entertainments is what they call the river regatta; the principal feature of which is boat racing on a beautiful two-mile stretch of the Belize river. No kind of craft participates in this contest except the native boats made from logs. The men who take part in these races make great preparations for the event. They begin practicing months beforehand and go through a thorough course of training and really become experts in pulling or paddling these boats. It is a beautiful sight and very exciting to witness one of these pit-pan races, with from eight to ten brawny paddlers, in light uniforms, with bright caps, each striving his utmost to be the winner. Every motion is in unison, and they strike the water with their paddles exactly at the same moment and keep perfect time to the motions or directions of the leader. They strain every muscle to develop the greatest speed possible, and it is wonderful the rapid rate at which they propel the boats, which seem to be fairly lifted out of the water as they leap forward.

These festivities at Belize are an annual celebration, which has been participated in for many years and are looked forward to eagerly by all the people who dwell in the city and the surrounding country for hundreds of miles in all directions. A month or so before Christmas they begin coming



A FAMOUS PIT-PAN—A LONG FLAT-BOTTOMED BOAT USED EXTENSIVELY IN CENTRAL AMERICA.



to Belize to enjoy this season of feasting and pleasure. They work hard and save their earnings during the year, apparently with no other aim than to have a big time on this supreme occasion, and when the time draws near they begin coming in from the many small islands and from the lagoons along the coast. They come from the woods or bush and down from the mountains and from the little towns along the seashore and the interior, and all congregate at Belize. The population of this beautiful city, which is estimated to be about ten thousand, is suddenly raised to twenty-five or thirty thousand. During one of these occasions over twenty years ago, from the

effects of too much drinking and an insufficient force to properly police the city and keep order, the ignorant mass of Indians became enraged, excited and uncontrollable. Disputes and contentions arose, which resulted in the loss of several hundred lives and the destruction of much property. Since then it has been the custom of England to send a warship down to that country, which appears regularly once a year in the harbor of Belize at a certain time and remains till the season of festivities is over and the multitude has mostly left the city and returned to their respective homes. The simple knowledge that the red jackets are there has ever since been sufficient to insure peace and order.

## News Miscellany.

### Michigan Forestry Association.

The third annual meeting of the Michigan Forestry Association was held at Saginaw, Nov. 12 and 13. John H. Bissell, president of the association, made a notable address, as did also Hon. Charles W. Garfield, Hon. Arthur Hill, William H. White and other prominent lumbermen and educators.

The sessions were well attended by delegates from Canada, Michigan and other lake states. The subjects under discussion were the benefits of forestry to a state; best methods of taxation to raise money for forest preservation, forest reserves, fire protection, and other issues of equal importance in carrying on this great work. A resolution was offered and adopted recommending that lands and timber be taxed separately, the latter only at the time of cutting; another resolution recommending uniform legislation in the three states requiring the burning of slashings also received support. Prof. Samuel B. Green of the University of Chicago offered the following articles, which were adopted:

Whereas, We appreciate the great importance of forest wealth for best national development; and

Whereas, There is great need of education in forestry; and

Whereas, The land grant colleges and experiment stations have been a great uplifting force in the development of American agriculture and have fully justified the expenditure of national funds for their support; and

Whereas, These institutions are admirably adapted to teaching forestry and will do so if provided with means; and

Whereas, The income from the national forest reserves has reached the sum of \$1,500,000 a year, which is now paid into the national treasury and is used for general expenses of government; and

Whereas, There is a certain fitness which appeals to us in using a portion of the income from the national forest reserves for teaching forestry and thus aiding and perpetuating our forest wealth; Now, therefore, be it

Resolved, That we recommend that a liberal portion of the income from the national forest reserves be appropriated by Congress to the several states and territories for instruction and experimentation in forestry in the agricultural colleges.

William B. Mershon, who welcomed the visitors to Saginaw, delivered one of the most interesting addresses of the day. It is herewith reproduced.

I asked Mr. Garfield and Professor Roth to try to have the annual meeting of the Michigan Forestry Association held this year in Saginaw because I felt that the Saginaw valley needed an awakening in forestry matters. A meeting to discuss forestry has never been held here.

It is time Saginaw awakened to the state's and nation's needs of earnest consideration and action of and on forestry matters.

You are here and I know that in the Saginaw valley needs to do as its slogan in the great work is the start that this meeting will give. That this meeting having for its purpose the devising of ways and means for the saving for economical use the trees still growing and making the lands that have once grown trees grow another and continuous crop, should be held here in Saginaw seems most appropriate.

Saginaw for nearly three-quarters of a century has been known the world over as the home of the white pine lumber industry, one of the greatest industries of our country. Many of our oldtime lumbermen have passed away, others in their declining years no longer are actively engaged in business, but are gentlemen of leisure. The sons of Saginaw lumbermen are many of them following their fathers' business here or in other states.

The old Saginaw lumberman is as true and sturdy as of yore. This generation of the Saginaw valley I know will join heartily with you, and will not be backward in doing everything possible to help save, renew and perpetuate the forest growth of our state.

Mr. Garfield said that long winded papers and dry statistics would be largely cut out this year and the meeting would partake of a "talk in meeting" nature. My reference to the valley and its lumber business will not seem complete without a few figures. I will make them in round numbers and skip fractions, and Mr. Garfield will pardon me I know, for he knows what skipping fractions means.

My friend E. D. Cowles is my good helper when I want figures on the white pine and lumber industry. I was in hopes he could present them in person, but he writes that with lots of work to do and with health not of the best he could not spare the time and strength to come; yet I hope he will drop in on us, for he knows more regarding the history of the lumber industry of Michigan, past and present, than any other man in the state. So the following figures are Mr. Cowles':

"The Saginaw river lumber manufacturing district, a strip of territory stretching a distance of twenty miles on both banks of the Saginaw river from its entrance to the bay, was for many years the most prolific producer of pine lumber in the United States. Lumbering was started in 1832 by Gardner D. Williams & Bro., who built a small mill at Saginaw to cut lumber for local purposes. In 1835 another sawmill was erected and thence on for a number of years increased attention was given to the business. The Saginaw river drains a large area through its tributaries and the pine timber was cut in the territory traversed and contiguous to the

valley. From 1835 to 1882 the Saginaw river valley was the principal source of white pine lumber for the West. In 1882 the output of the Saginaw river valley was 1,274,000,000 feet of lumber and in 1880 to date the Michigan Central has hauled on its Mackinaw division between Bay City and Wolvictoria more than 2,000,000,000 feet of lumber. The output of the Saginaw river valley is now about 1,000,000,000 feet of lumber.

The country was peculiarly adapted to lumbering and it was conducted for forty years before the lumber industry was destroyed. And when the lumber industry was destroyed, the country was left with a rough log pile in the Saginaw river mills to be hauled down the river. The lumber industry was destroyed in 1882, the output of the Saginaw river valley was 1,274,000,000 feet of lumber and in 1880 to date the Michigan Central has hauled on its Mackinaw division between Bay City and Wolvictoria more than 2,000,000,000 feet of lumber. The output of the Saginaw river valley is now about 1,000,000,000 feet of lumber.

The panic of 1896 affected the lumber industry of the valley, and the output of the valley for the forties did it begin to revive. In 1857 there were forty-four mills in operation, and 113,000,000 feet of lumber was manufactured. In 1858, an estimation of 12,000,000 feet of lumber, the extent of the industry was undertaken in 1860, since which the cut has been annually compared. These figures furnish some idea of the output.

Year	Feet
1857	1,131,580,000
1870	576,726,606
1873	619,867,021
1880	873,917,781
1882 (high water mark)	1,274,000,000
1890	815,051,405
1896	318,797,879
1906 (being but one-half the annual requirements of Michigan railroads for ties alone)	114,817,566

In round figures there has been produced since records have been kept a grand total of 25,000,000,000 feet of lumber on the Saginaw river.

The pine timber became scarce in 1895, and since then the cut has been mixed with hardwood and hemlock. During the last three or four years only one sawmill has manufactured pine exclusively and that was destroyed by fire October of the present year. All the territory from the Saginaw river to Cheboygan county and extending from the west line of the tier of counties of which Gladwin, Roscommon, Crawford, Otsego form a part, east to Lake Huron contribute to the supply of the Saginaw river mills, though within the territory named there are scores of sawmills also engaged in the manufacture of lumber, shingles and lath. This section of the state last year, including the Saginaw valley, produced 163,000,000 feet of lumber, pine forming but one-third of the output, hemlock and hardwood being easy to honors.

Lumbering in the state began at an early day. During a period covering nearly fifty years Michigan led the world in the production of white pine timber. As far back as 1874 the production of lumber in the state totaled 2,866,351,027 feet, and in 1875 the output was 2,691,965,388 feet. After that date it increased. Ten years later the figures show an output of 3,578,138,732 feet and the high water mark was reached in 1888, when the output was 4,392,192,914 feet. The decline since then has been gradual.

In 1901 it was 1,998,347,000 feet and in 1905 it was 1,793,310,111 feet and last year it was 1,920,000,000 feet.

In 1874 was produced in the state 1,383,870,000 nearly all white pine shingles, and the high water mark was reached in 1886 the output of that year reaching the total of 2,083,122,242 shingles of the white pine shingle industry taken place.

The output in 1904 was 1,055,543,250 shingles and in 1905 it was 1,186,150,000 shingles. The high output in 1904 was 1,807,100,000 shingles.

Some idea of the extent of the shingle industry in the state may be obtained from figures showing a production from 1885 to 1905



in 1914 of \$8,194,000, and in 1915 of \$8,194,000. The figures in their forest consumptive enormity? I doubt it.

But the work and purpose is that of your country, the need and good. I am indeed honored to have this opportunity to say to you the people of Saginaw most heartily welcome your coming.

#### Kelley Lumber & Shingle Company.

Walter N. Kelley of Traverse City, Mich., chief stockholder and manager of the Kelley Lumber and Shingle Company, has called a meeting of its creditors, to be held shortly, at which time he will present a statement of affairs. The slight financial difficulty in which the company finds itself just at this time is undoubtedly a reflection of the flurry that has just passed over the country. Mr. Kelley has been for years a large and successful hardwood operator, and has marketed about 70,000,000 feet a year. He is known as an astute business man, so that he no doubt, will soon weather the present disarrangement of his company's affairs.

#### Coöperative Study of Kentucky Forests.

The first season's field work in the co-operative investigation of the forest resources of Kentucky undertaken by the United States Forest Service and the State Board of Agriculture has just been completed. Very satisfactory progress was made in the work during the summer, and all the territory drained by the Big Sandy and Little Sandy rivers was covered, embracing in all eleven counties.

The object of the study has been to determine the present timber supply, the rate of consumption, and other facts which may serve as a basis for suggestions and recommendations to be embodied in the report which is to be submitted to the Kentucky legislature.

The investigation so far conducted has shown that within reasonable distance of railroads and floating streams there is little good timber left, and yellow poplar is getting scarce all through the region. Ten years ago this tree was the most important one of the region, but now the cut of white oak exceeds it both in quantity and value. Many watersheds are practically devoid of merchantable timber and many others are rapidly approaching this condition. Much of the land has been cleared for farming purposes, but owing to the steepness of the hills which in many sections wash badly, and to the natural poverty of the soil, a large proportion of the cleared land has been abandoned after raising a few crops of corn, and it is now growing up in briars and bushes, slowly reverting to forest again.

This part of the state is fairly thickly settled, and the people depend to a large extent on the marketing and manufacture of timber for a livelihood. It is therefore highly important, not so much that the timber itself should be preserved, but that the forest lands should be handled in such a way that a perpetual supply of timber may reasonably be expected.

The work will be taken up again next spring and carried on as far as funds will permit. The expense is borne jointly by the government and by the state, each appropriating \$2,000.

#### Ruthless Waste.

Often less than fifty per cent of the average tree as it stands in the woods comes into the market in the form of merchantable products, according to the statistics of government experts. The remainder is too frequently allowed to go to waste. Some trees supposed to be of little value have been habitually neglected alto-

gether and left in the woods to fall and decay.

The seriousness of this waste question made little impression on lumbermen and the users of lumber until forests began to fall and prices reached a point where building operations were handicapped. Lumbermen have too often gone into the richest forests of the country and merely "skimmed the cream," taking only choice parts of the trees, and wasting the remainder. Scarcely has now called a halt, and made it necessary to put the whole tree to its best use.

The Forest Service early realized the need of turning to account what was thrown away, and it began investigations with that end in view. Because of lack of facilities in Washington, laboratories were established in other cities, the location of which seemed to be most advantageous for the particular study concerned. The first of these was at New Haven, Conn., in the old chemical laboratory of the Sheffield Scientific School of Yale University. Experimental and analytical work was carried on, such as the analyzing of preserved timbers, the determination of the quantity of tanning material and cellulose in various woods and bark, experiments to discover the quantity of material leached out by allowing logs to stand in water for varying periods, and studies to establish standards and values of commercial creosotes.

Work progressed even with a limited force, and shortly a laboratory was established in Boston to investigate the value for pulp purposes of various abundant woods, and to save the valuable spruce and poplar forests for lumber. The results of this work were most encouraging. Many wood fibres were shown to be valuable raw material for paper. Some of these were, so far as color, strength and various other qualities are concerned, better for certain purposes than spruce.

The wood distillation industry was also given careful study with most satisfactory results. An expert made an extended tour of investigation through the South, and furnished an exhaustive report on the condition of the industry of that section. Later experimental studies resulted in a method of chemical examination which not only demonstrates the relative value of turpentine obtained from the pine trees by various methods, but also shows that it is possible by steam distillation processes to obtain from refuse southern pine a grade of turpentine equal for all practical purposes to gum spirits, which is the product obtained by scarifying the trunks of living trees. Circulars setting forth the results in detail are now in preparation by the Forest Service.

The investigations of the government to discover uses for waste material were from the first carried on under something of a disadvantage because of laboratories being in different cities. Consolidation of forces and close cooperation were almost impossible. This was remedied last July by a transfer of headquarters to Washington. A building suited to the special requirements of the work was erected, in which the apparatus previously used elsewhere has been installed. Here the field of inquiry will be extended to cover additional phases of the waste problem as it affects the timber supply.

#### Hearing Mershon's Band.

[The following verses were received by the RECORD from an enthusiastic user of Mershon band resaws, and reflect not only his own opinion but that of many others on the worth of these modern sawmill and planing mill machines.]

Yep, I've been to Saginaw!  
Come, have a drink on me,  
For I'm about the happiest jay  
That ever you did see!

Of course, I knew the lumber boys,  
But I kep' my wits until  
I'd bought some belts and fixin's  
For the saw and planin' mill.

But always someone would pipe up,  
When givin' me the hand,  
An' say, "I'm glad to see you, Jim!"  
Have you seen the Mershon Band?"  
"Gol darn the Band!" I says to 'em,  
"I'm here on business,  
An' music ain't my latitude,  
But millin' timbers is."

They'd laugh and pass the word along  
Till every livin' man  
Would say, "Now, Jim, don't fail to call  
An' see that Mershon Band!"

An' then I met Mershon himself;  
Says he, "Come, Jim, an' listen  
To the music of the Mershon Band:  
You don't know what you're missin'!"

I went an' saw an' listened—well,  
To cut the story short,  
I've bought the whole darn bloomin' band  
An' shipped it to this port!

An' purty soon you'll hear it go,  
An' you'll make up your mind  
The old man wa'n't so crazy  
When he left his wad behind,

For I've calkerlated everything,  
An' I'm satisfied to "thaw"  
There's a heap o' easy money  
In that Mershon Band Resaw!

#### Beech for Ties.

Experts in wood preservation in this and other countries have discovered that the beech makes a most lasting and durable cross-tie when properly treated, says a recent bulletin of the Forest Service. In the search for railroad tie timber to fill the wide gaps made by the dwindling supply of white oak, lumber manufacturers have been compelled to turn to many woods which were once considered inferior, but which under creosote or other chemical treatment have been found to furnish excellent substitutes for oak.

Railroad builders have rejected beech heretofore because it decays quickly in damp places. When oak could not be had they took other decay-resistant woods, but did not consider beech except as a temporary makeshift. Yet it has been proved by actual tests of long duration that a beech tie may be given a preservative treatment which will make it outlast white oak. It is possible to turn this knowledge to great practical use in relieving the enormous demand upon the limited supply of good tie timber.

Beech is found widely distributed throughout the eastern portion of the United States, and grows to an average height of seventy to eighty feet or more. Trees are often three or four feet in diameter. In the forest the beech forms a comparatively slender stem clear of branches for more than half its length. The wood is hard, strong, tough and very close-grained.

The ideal timber used for cross-ties is undoubtedly white oak, but on account of its extensive use the supply has been greatly reduced, and a great many railroads are now forced to pay almost prohibitive prices for white oak ties or to substitute other and cheaper woods. Michigan cedar or arborvitae has been extensively used to take the place of white oak. This is very durable, but under heavy traffic necessitates the use of tie plates and other protective devices. The available supply of cedar is now running short, so that beech suggests itself. It has naturally all the good qualities except durability. When laid in the track decay quickly destroys beech timber unless rendered immune by preservative treatment. It receives such treatment readily—much more readily than oak, which needs it less.

There is a reason why beech is more susceptible to treatment than oak. Very early in the life of a white oak tree it begins to form heartwood, and when large enough for ties it contains sapwood only through the width of a few outer annular rings. Sapwood lends itself readily to impregnation with preservative substances, but heartwood of oak is very resistant. Heartwood is naturally more durable on account of its structure and the preservative substances



...it is not possible to treat and season in one. In fact, the accepted does not leave time to do the two things properly and the result is a lumber which is consequently the poorer for its lack of durability and the ease with which it receives preservative substances, thus rendering it possible to guard it effectively against decay.

Many preservatives have been employed abroad for protecting beech ties, particularly in France and Germany. The most efficient under all conditions of exposure has proven to be creosote or creosol. Concerning the length of life of a properly treated beech tie the proprietor of a treating plant in Germany says:

"In the year 1897 I undertook to deliver 50,000 beech ties impregnated with oil of tar and warranted to last fifteen years. I have only to regret that the railway exchequer does not practice reciprocity and offers no compensation for the ties which last longer than fifteen years."

Of all the European roads the Eastern railway of France has obtained the best results from treated ties. It uses beech timber and injects a large amount of creosote of high grade. Oak ties had to be removed from its track after fifteen years of use, while beech ties impregnated with creosote lasted thirty years. Many other instances of long service from creosoted beech ties might be given.

The United States Department of Agriculture has spent considerable time in developing a cheap and efficient method of treating certain classes of timber in order to preserve them against decay, and information on the investigations may be obtained by writing to The Forester, Washington, D. C. This is known as the "open tank" method and is well adapted to timbers which contain a large amount of sapwood. The treatment consists in immersing the timbers in alternate baths of hot and cold creosote or other preservative. The ties are placed in a tank of hot creosote for a few hours, the length of time depending upon the amount of moisture contained in the timber. They are then placed in a bath of cold preservative for a short period, which completes the treatment. When the wood is heated in the first bath the air and moisture in the wood cells and intercellular spaces is expanded and some of it is driven out. Upon immersion in cold preservative the difference in temperature causes the expanded air and moisture to contract, thus forming a partial vacuum which causes the liquid to penetrate the wood to the desired depth. The ties should be air-seasoned before being subjected to treatment. This can be accomplished in a short time by piling them in open piles, allowing the air to freely circulate around them. Beech checks very little when properly piled.

#### To Prevent Lumber from Warping.

A very interesting little article on how to prevent hardwood lumber from warping, from the pen of C. O. Shepherd of the Emporium Lumber Company, New York, appeared in a recent issue of the New England Homestead. Mr. Shepherd is a competent authority on this subject and his ideas are always worth careful attention. He gives it as his experience that lumber manufactured from almost any of the different kinds of hardwood timber will, on account of physical structure, warp more or less in seasoning if not properly taken care of during the drying period. If the lumber is left lying loosely in bulk several days after being sawed before piling, the strain on the grain of the wood on account of all sides not being uniformly exposed to the air will more or less twist and warp the board. This can be largely overcome by piling the lumber on crosser sticks immediately after it is sawed; the less delay there is after sawing, the straighter and better the lumber will be.

Lumber piles should be constructed with the greatest care; each length should be piled

separately. They should not be over eight feet wide, preferably six feet, and should be placed on foundation bearings running the cross way of the pile, the front bearing raised so as to give the lumber pitch enough to carry off rain water. The greatest care should be taken to keep these bearings in perfect line, so that the first course of boards will lie perfectly flat and rest on each bearing.

The lumber should be piled in single courses on thoroughly seasoned crosser sticks, and there should be a crosser stick at least every four feet of the length of the lumber. These crossers should be of a uniform size, 1 inch thick by 2 or 2½ inches wide. The first crosser should be placed directly over the foundation bearings and carried up with the pile so that they will lie directly one over the other. It is this accurate and perpendicular alignment of the crosser sticks over the bearings which, as much as anything else, prevents the boards from becoming crooked on the edge. During the piling and after the pile is completed, the top boards should be kept covered so that they will not be alternately exposed to the sun and weather. The ends of each course of boards should be drawn forward at the front end of the pile so they will project slightly over the edge of the crosser sticks. This prevents rain from getting in on the face of the boards.

If proper care is taken to pile the lumber on solid bearings so that the pile will not sag down in the middle, the proper pitch given to the pile so that the timber will not catch and hold the rain, there should be no trouble on account of warp or twisted boards, or damage from what is commonly called "stick rot." An air space of at least eighteen inches should be left between individual piles. Attention should be paid to the prevailing wind direction, and all piles should be built so that the wind will blow crosswise through them.

#### Remarkable Hawaiian Hardwood.

The Honolulu Star, one of the leading publications of the Hawaiian Islands, devoted considerable space in a recent issue to the ohia wood ties which a local lumber company has contracted to furnish the Atchison, Topeka & Santa Fe Railroad in future. It said that the contract which E. O. Faulkner, head of the tie and lumber department of the road had just signed with the Hawaiian Mahogany Company will mean the exportation of 90,000,000 board feet of ohia to the mainland within the next five years. While the representatives of the lumber company are unwilling to state the exact price obtained for their lumber under the contract, it was between \$2,500,000 and \$3,000,000.

The negotiations for the sale of the ties were conducted by W. W. Harris, who recently returned from a long trip to the coast, where he took the matter up with the Santa Fe officials, who caused a searching analysis to be made of the samples of ohia which had been sent for the purpose. When this was done the hardest part of the fight was over, as the ohia tie proved to be remarkable in tensile strength, spike holding qualities and density of fiber. In the tests which were made, both by the federal authorities and by the railroad chemists in their laboratories, the white oak tie was taken as the standard. The test showed the ohia to be thirty per cent superior in some respects, and naturally the railroad men were greatly interested.

The next step was to have an expert go to Hawaii to examine the resources of the company which offered the ties to the market. Mr. Faulkner, in company with Manager Cant of

Hawaiian Mahogany Company, made a two weeks' visit to the forests of Hawaii. He returned expressing the utmost satisfaction with what he had seen and the signing of the contract was the result.

According to the contract terms the local company is to furnish 500,000 ties six by eight inches and eight feet in length each year for five years, the same to be delivered at such coast ports as shall be designated by the railroad company. In addition to this they shall deliver each year 500 sets of switch ties, which are heavier than the regular tie and vary in length from ten to twenty-two feet. These ties will all be shipped through the port of Hilo and the gross tonnage per year will be in excess of 50,000 tons. The first shipment will be made early in 1908.

R. W. Shingle, president of the mahogany company, says:

"The ohia business is only a branch of our work, as our real product will be koa, but at present we have a good deal to do to handle this big contract. When we have cleared away the ohia, as in many places it will be cleared for cane land, we will reach the koa and our work will then start in real earnest. We are cutting the forest down under the supervision of Forester Hosmer. The ohia trees that will make two good ties, that is, that are over a foot thick, are being used for this purpose.

"We will start the shipments from Keauhou and Twenty-Nine Miles, and expect early in the year to have the railroad which we are building to connect with the Hilo railroad at Glenwood completed. Nearly two miles are already graded and six miles have been cleared. The ties will be handled by the Hilo railroad. The next work to be done will be on the new mill in Puna, and we will also build a railroad connecting with the main line at Pahoia, and running some four miles into the forest eventually. It will run through the ohia forests which skirt the koa, and thus enable us to reach the koa property easily.

"Mr. Faulkner goes to complete another contract, this time for ties of Japanese oak. From there he will go to Australia to inspect forests owned there by the Santa Fe, and will return to America by way of Scotland."

Before leaving for the Orient, Mr. Faulkner informed a correspondent of the Honolulu Star that he was greatly surprised with the resources of Hawaii in the timber line. He visited the forests at Puna, at Twenty-Nine Miles and in Kona district, and found that the supply of both ohia and koa was abundant. He examined the ohia and found that it has the necessary lasting qualities. It will be excellent material for ties. It is much harder than the pine ordinarily used. The koa is a very fine species of wood. It will make fine material for the interior furnishing of cars. It will no doubt very quickly forge its own way to the front with no difficulty as soon as it becomes well known on the mainland.

#### Valuable Philippine Lumber.

When the World's Fair was demolished Tamm Bros. of St. Louis, large glue manufacturers, purchased for \$2,000 the rough wood that formed a part of the Philippine exhibit. Recently there have been a number of fires at their plant, and the logs were looked upon as food for the flames. It was decided to have them sawn into lumber, but most of the sawmill men declined the work because of the hardness of the woods. Finally the Klusley Wrecking Company accepted the contract, and the logs have made 50,000 feet of lumber which has a market value of from \$250 to \$300 a thousand. One log, an unusually fine specimen of ivory mahogany, is valued at \$500. The wood is so hard that after one ripping it is necessary to reset and sharpen the teeth of the saws.



### Need of Car Shops in Canada.

For years car shortage has been a bugbear to shippers in western Canada and the supply has been steadily growing more inadequate. The building of a new transportation line, the Canadian Trunk Pacific—now makes the building of car shops somewhere in west central Canada imperative. The railroads claim that no land in the matter can be laid on them as they are willing and anxious to buy rolling stock, but the shops of Canada and the United States, although run at their capacity, are not able to turn out enough cars to supply the demand.

Canada has in operation 21,500 miles of railway, and but 88,000 cars are available, an average of four per mile. It is estimated that eight cars per mile of railway are necessary to handle all the freight. If this be so, there will be a market for 80,000 additional cars. If, however, the new roads now under construction are taken into consideration, at least 100,000 cars will be needed within the next five years besides the replacement of old cars. It is said that the average life of a freight car is ten years.

The building of cars has been tried in Winnipeg and the result has been satisfactory, says J. E. Jones in a consular report. Other places have been considered but none meet the requirements as well as Winnipeg. Some time ago the Canadian Northern started the building of cars in the company's shops, and turned out 100 cars, including coaches, box cars and cabooses. The Canadian Pacific, which operates extensive shops there, does not make any new cars, the entire space being taken up with repair work. It is understood that the company is contemplating the erection of an addition to its plant to be devoted to this work. Winnipeg has now in successful operation five iron works and foundries, a rolling mill, several brass foundries and other industries, and is undoubtedly the most favorable point for the much-needed car shops.

### New Lumber Operations in the Philippines.

A story of enterprise and industry and promise of large material reward is told in dispatches from Manila, P. I., which chronicle the opening of another important industry that will bring prosperity to many people and contribute to the wealth of the islands.

The Tayabas Sawmill and Lumber Company has manufactured its first log at its Guinayanagan, Tayabas, operations, and has contracted with railroad interests now engaged in construction work, for nearly 600,000 board feet of timber to be delivered during October; its total orders on file for delivery when the mill opened were more than 1,000,000 feet, to be marketed in Manila and Hong Kong. Sr. Alvaro Bertan de Lis of Manila is general manager of the company, and it is backed by local capital. Up to date at least 135,000 pesos have been expended in the work of development, and three sailing boats, a launch and hoisting engines have been purchased in addition to regular equipment.

The concession granted this company is located on the Bay of Ragay, near Lucena, and comprises about 200 square miles, believed to contain some of the most valuable timber on the islands. Four Americans and a Spaniard occupy responsible positions, and over 1,200 natives are employed in cutting the timber and around the plant. The natives in the district about the concession are entirely supported by the labor provided, and Sr. de Lis writes that since the company's invasion the price of rice, the staple article of food, has fallen from 12 to 8 pesos a sack in some markets, owing to the fact that the company supplies it to the laborers at wholesale rates. Thus in several ways the natives are reaping benefits from the work.

Mr. Allen, the American superintendent, is considered one of the best lumber operators

in the islands. When he first took charge of construction for the Tayabas company he thought ninety days would possibly see a completion of the work, but succeeded in finishing it in considerably less time, thus accomplishing what is considered a difficult feat in the Philippines, where severe handicaps must always be overcome.

From now on the conduct of the enterprise should be comparatively easy, since the labor is there, markets are already provided, and the timbers of the islands are noted the world over for their abundance and value.

### Forestry at Harvard.

Harry A. Freiberg, president of the Freiberg Lumber Company of Cincinnati, forwards the RECORD a copy of The Harvard Bulletin of October 23, containing an interesting article on the steps the university is taking in the interests of forestry and preservation of the standing timber of the country. It states that Harvard University has received a gift of about 2,000 acres of valuable timberland, which is offered as a special adjunct to the Division of Forestry and therefore as part of the equipment of the Graduate School of Applied Science. The land is situated in Petersham, Mass., and the larger part of it has been owned by James W. Brooks, with whom the idea of perpetuating the forest growth for the benefit of the community originated. The woodland about Petersham has long been a source of distinction and prosperity to the town, and its preservation and full utilization seemed to insure a continuance of these benefits. To this end Mr. Brooks offered his tract to Harvard University for the use of the Division of Forestry at a price much below its estimated selling value. At the same time owners of neighboring land, Messrs. Edwin C. Dexter, Joseph C. Smith, Henry S. Bennett, Charles S. Waldo, William Simes and J. J. Higginson, and Mr. Brooks himself, offered to give outright adjoining lots and holdings which would round out and protect the reservation. These gifts, amounting to between 200 and 300 acres, were contingent upon the acquisition of the main tract. This acquisition has now been assured by the generosity of John S. Ames of Boston, who has given the university the money needed for the purchase of the land and \$5,000 more for equipment and repairs of building.

The significance of this valuable gift is thus described by Prof. R. T. Fisher, head of the Division of Forestry:

The forest included in this gift comprises what is probably the best body of timber now to be found on an equal area in Massachusetts. There are 10,000,000 board feet of merchantable lumber at present standing on the tract, nine-tenths of it white pine. This fine stand, however, occupies only about half the total area, the rest of which is covered by various types of hardwood growth, younger crops of pine and some open ground. The lay of the land, the features of which are a stretch of three miles of the Swift River valley, the basins of two ponds and the slopes of the well-known Prospect Hill, makes the forest cover peculiarly rich and interesting, and some fifteen miles of excellent wood roads provide access to almost any portion of the tract. Several buildings, one of them a sort of dormitory built by a religious community, afford lodgment both for students and instructors and for the managing force. The greatest advantage, however, from the point of view both of forestry instruction and of practical lumbering, lies in the arrangement of the age-groups or generations of timber. It so happens that stands of various ages, from the small sapling to the mature tree, are almost equally represented on separate acres. This condition, taken with the ready accessibility and saleability of the timber, constitutes a unique opportunity for the successful practice of forestry. An approach to a continuous yield can be secured without cutting more than a small proportion of the whole area in any one year, and little by little

the forest can be so organized as to offer an increasingly valuable demonstration of practical and scientific management.

The Division of Forestry, as a part of the new Graduate School of Applied Science, will supervise the running of the Petersham forest and conduct a large part of its instruction on the spot. It will be the policy to carry on regular logging operations and other woods work looking toward the most productive handling of the forest, and in connection therewith to teach the elements and principles of technical forestry. So far as the business management goes, a certain portion of the mature timber will annually or periodically be cut under the direction of the division and according to the method indicated by the condition of the particular stand. In addition, younger portions of the forest will gradually be brought into good growing condition by improvement cuttings, and the reproduction of blank and cut-over areas will be provided for either by planting or by natural seeding. All these operations will be part of a general working plan, the chief purpose of which is the profitable and practical utilization of the wood crop. Beginning with about three hundred thousand board feet per annum, it will be possible in the end to cut an annual yield of nearly half a million board feet. In other words, the bulk of the forest will represent as high a degree of forestry as is in this country feasible or financially justifiable. Selected areas, however, will be set apart for the purposes of research and the exemplification of various methods of reproduction cuttings, thinnings, studies of growth, and so on, which are practiced in Europe and desirable for students to know, but which are not usually applicable to American conditions. Thus the function of the whole tract, from the point of view of the professional student, might be compared to that of the hospital in medical study or of the mine in mining engineering; an actual working example on a liberal scale of the business in which the forester expects employment, accompanied, in the case of the forest, by abundant chance for the study of the finer and more theoretic points of the science.

From the purely technical and education side the opportunities at Petersham are no less remarkable. According to the probable arrangement of the curriculum, students who enter the Graduate School of Applied Science to study forestry will be in residence at Petersham during a considerable part of the year. There they will take up in the first of their regular two years' course, and largely in the field, all their elementary work, including tree botany, the theory and practice of forest mensuration and the whole subject of silviculture. This will lead them directly to their last year's work, which is mainly devoted to lumbering, forest engineering and the study of forest production as applied to actual problems. The diseases of trees and other forms of injury, and the history of forest policy in the various countries, will also form part of the work. In the course of all this training the students will have constant recourse, in problems and demonstrations, to the actual conditions to which their reading and lectures apply—and that, too, with the minimum waste of time, and under the supremely beneficial influence of a prolonged common residence apart from outside distractions. They will secure in combination the advantages of the German "meisterschule," with its provision of practical experience under direction, and of the University forest school with its broad attention to theory and principle.

The largest cargo of oak taken from Toledo, O., in many years was loaded upon the schooner Ceylon recently. It consisted of 50,000 cubic feet, valued at \$20,000. The timber will be shipped to London, England. Such cargoes, and even much larger ones, were not uncommon in earlier years, but they will never be handled again, owing to the rapid depletion of the oak supply, and the high cost of the wood.



### The Status of Uptegrove's Affairs.

The court hearing in Brooklyn on November 14 on the suit of the American Cigar Box Lumber Company et al. vs. W. E. Uptegrove & Bro., whose financial embarrassment was noted in the last issue of the Record as to why the receivership should not be made permanent, was attended by practically every creditor and the outcome was favorable to a continuance of the receivership under which the various operations will be continued and the debts of the firm liquidated as soon as possible. The report of the affairs of the firm as made look favorable to a full payment of all claims and it is believed that if such procedure is allowed to continue the creditors will receive one hundred cents on the dollar. The reason for the failure is given as the financial stringency and overextension, rather than insolvency. The statement as presented to the creditors is as follows:

#### ASSETS.

Stock on hand	\$100,064.67
Stock and bond account	7,429.00
Real estate and timber lands in Virginia, North Carolina and eastern Tennessee	118,880.74
Machinery and buildings	214,362.34
Bills and accounts receivable	316,231.61
Capital stock owned in the American Cigar Box Lumber Company	592,100.00
Cash in banks	763.46
	\$1,351,722.82

#### LIABILITIES.

Capital	\$454,100.00
Bills and accounts payable, including notes and acceptances, and ledger accounts	519,004.73
Loans	\$2,982.90
Unpaid dividends, taxes, water supply and commissions	16,079.37
Surplus over all liabilities	279,255.82
	\$1,351,722.82

While the opinion is advanced that there is a possibility that the capital stock of the American Cigar Box Lumber Company, as included in the above assets is rather high, that company nevertheless owns 35,000 acres of valuable timber land, excellent plant, etc., and has been paying good dividends to date, while as an offset to any overestimate the valuable leasehold interests of W. E. Uptegrove & Bro. in the Greenpoint district of Brooklyn, which has a long term of years to run, has not been included in the assets, but has good value. Then the American Cigar Box Lumber Company, after a careful appraisal, is stated to have real value in excess of \$500,000. Some of the bills payable, notes and acceptances, etc., mentioned in the liabilities, and loans are pertinent to the Standard Oak Company, the Interior Hardwood Company, and Allen Panel Company of Bristol, Tenn., in which W. E. Uptegrove & Bro. own substantial interests, but which companies are in nowise affected by the firm's embarrassment, but on the other hand are doing excellently and are valuable subsidiary interests. It is the aim of the present management to liquidate the indebtedness as speedily as possible until it takes the business out of the hands of the receivers.

### Liverpool Association Makes Rules.

It is the general belief that some of the perplexing questions continually being raised between American hardwood exporters and importers in the English market has at last been settled, at least temporarily. At a meeting of timber brokers and merchants held Nov. 2, upon call of the Liverpool Timber Trades Association, new rules for the measurement of American hardwood lumber in that port were discussed, with the result that the following regulations were adopted:

(1) The measurement shall be according to the American board measure rule except as otherwise herein stated.

(2) First or prime quality, medium quality and cull quality are identical respectively with the American grades of ones and twos, No. 1 common and No. 2 common, as expressed in the current rules of inspection of the National Hardwood Lumber Association, which came into operation on the 1st of December, 1905.

(3) Thicknesses shall be taken to eighths inch in sizes of  $\frac{3}{8}$  inch and under in unplanned lumber, and in sizes of  $\frac{7}{8}$  inch and under in planed lumber, to quarter inch in sizes of 1 to  $1\frac{1}{2}$  inches, and to half inch in sizes from  $1\frac{1}{2}$  inches and upwards. Thickness to be taken a foot from the thinnest place.

(4) Tapering lumber shall be measured for width at two feet from the narrowest end in lumber 10 feet and up long and one foot from the narrowest end in lumber less than 10 feet long.

(5) In the case of consignment parcels all split or damaged lumber to be measured and go with the rest of the parcel, no allowance to be made for splits or defects.

In the case of contract parcels, no allowance to be made for splits or defects, but all lumber split or damaged on excess of what is permitted in the several grades by the inspection rules of the National Hardwood Lumber Association, which came into operation the 1st of December, 1905) is to be laid aside and sold separately on its merits at extreme measure.

(6) The lengths of lumber measured by the American board rule shall be taken to the full foot. All lumber to be contented to half superficial feet, all fractions of less than a half foot to be dropped.

In these rules the adoption of the American board rule is a matter of gratification to exporters on this side. The grades adopted by the National Hardwood Lumber Association year before last were practically made the Liverpool standard, so that considering the conservatism of English merchants and their fondness for the practices of their ancestors the action is a matter of congratulation.

If a trial of these new regulations does not result satisfactorily doubtless another meeting of the association will be held for further discussion and to adopt necessary modifications.

### Miscellaneous Notes.

The new plant of the American Veneering Company, north of Ft. Smith, Ark., is now in operation. Thousands of large logs have been hauled to the yards and no delay from shortage of material will be experienced. Expert labor from the North is employed and every arrangement made to turn out a fine product.

Eucalyptus trees are receiving a great deal of attention at the present time, especially in California. One can scarcely pass a ranch without seeing them growing and they are fast extending to suburban and even town lots, and as shade trees on nearly all the streets. The wide variety of uses to which the wood is now being put should make their raising a profitable industry.

The American Tie & Timber Company has just been organized and incorporated at Shreveport, La., with a capital stock of \$25,000. D. G. Petty of Boleyn, La., is president; D. G. Petty, Jr., vice president, and J. J. Marshall, secretary-treasurer. The main office of the company will be in the Continental Bank & Trust Company Building, Shreveport. The timber holdings of the company are extensive and a large force of men will be employed in handling the various lines of the business. The advent of a new corporation designed to own and operate sawmills, tram roads, steamboats, etc., cannot fail to be of importance to the community.

Frederick P. Maus, superintendent of the Indiana Rolling Mills at Newcastle, has invented and obtained a patent on an article

which he calls "D" handles used in shovels and other such tools. It is a handle made of sheet iron and requires only one-third of the timber now used in making a shovel. A company will be organized to manufacture the new article.

A tract of 12,000 acres of fine timber land in the Lake Superior country has been sold by J. M. Peoles and others of Milwaukee, Wis., to the Huron Bay Lumber Company of Grand Rapids, Mich., the consideration being \$220,000. The land is covered with valuable hardwoods and is located near Huron Bay, Mich. It is reported that the Grand Rapids firm will cut the timber and erect a saw mill for turning it into hardwood lumber.

G. E. Green and A. M. McGlamery of Mocksville, N. C., are planning the establishment of a veneer mill and will organize a company with \$10,000 capital stock to carry on the work.

The Colonial Venetian Blind & Door Company has been organized with \$50,000 capital stock to manufacture venetian blinds, doors, sash, screens, etc., at Laurinburg, N. C. Walter H. Neal, Thomas J. Gill, A. A. McEachern and others are the incorporators.

The Hamburg Manufacturing Company has been incorporated with \$50,000 capital stock to succeed the copartnership heretofore operating under the same name at Hamburg, Ark. The company manufactures hickory handles, wagon stock and tight barrel staves. W. C. Dunlap is president, E. E. Dunlap, vice president, and E. Throgmorton, secretary-treasurer.

The increase in capital recently made by the Rock City Spoke Company of Nashville, Tenn., from \$21,000 to \$50,000 will enable the company to greatly extend its operations. The plant will be enlarged and new equipment added.

The D. Rosentreter Woodenware Company has been organized at St. Louis, Mo., with \$10,000 capital stock by John H. Dunn, Edward I. Eastburn and David Rosentreter.

Meyer Scoll, Jacob Scoll and others are interested in the recently organized Scoll Milling Company of Baltimore, Md. The company has a capital stock of \$25,000 and will manufacture furniture and hardwood specialties.

A plant for the manufacture of wagons, drays and lumber carts will be established at Meridian, Miss., by A. D. McRaven of Ellisville. He will invest \$10,000.

D. C. Stimson of Owensboro, Ky., is adding a veneer mill to his plant.

The Claudy School Desk Company, recently incorporated at Zanesville, O., is planning the erection of a fine new plant.

Crane, Lakin & Co. of Terra Alta, W. Va., have purchased and will develop the 8,000-acre tract of timber land in Bedford county known as the "Big Survey." They will build a tramway and large plant to work up the timber on the property. The hardwoods will be converted into lumber and the softwoods into excelsior.

The Winnfield Hardwood Manufacturing Company has been organized with \$50,000 capital stock to manufacture hardwood lumber, vehicles and vehicle material and other articles. It will be located at Winnfield, Winn Parish, La., where a large sawmill and finishing plant is to be erected. C. E. Freid, H. McGinty, J. D. Pace, P. C. Moseley and J. R. Hall constitute the Board of Directors.

The large pall stove factory and band sawmill which the Mengel Box Company has been building at Hickman, Ky., is completed and is now in operation. The concern has turned its attention to the veneer mill, which will be enlarged to increase its capacity fifty percent.

The big plant of the Alabama Veneer Mills, Sheffield, Ala., has resumed operations after a suspension of two months.

E. G. Boyd of Roanoke, Va., has sold to the Grand River Lumber Company of Pittsburg, 36,000 acres of land in Russell county, Virginia. The tract will be developed in the near future. It is reported that the purchase price was \$350,000.



The Elm City Lumber Company of New Haven, Conn., has increased its stock from \$50,000 to \$100,000.

Albrecht & Co. and J. G. Gaudard of Danzig, Prussia, have suspended payment. The former concern has liabilities of about \$200,000; the latter of \$250,000.

The Novelty Wood Works of Waterloo, Ia., has outgrown its present quarters and is now erecting a new factory.

The new woodworking plant for the manufacture of "D" handles recently established by Indiana capitalists at Denison, Tex., has commenced business. About \$20,000 has been invested and most of the handles manufactured will be exported. Ash timber is the material employed, and the plant will turn out about 2,000 dozen handles per week.

The new plant of R. Chaffey at William, Md., will have a daily capacity of about 50,000 feet of lumber.

The Illinois Refrigerator Company of Morris, Ill., has abandoned the manufacture of school furniture and will make refrigerators exclusively in future. Last year more than 15,000 were manufactured, and it is hoped to break that record the coming season.

Operations at the plant of the I. Stephenson Company, Wells Mich., have been suspended for the present or until the new dry kilns, to take the place of those recently destroyed by fire, can be erected. The loss was considerable, as a fine lot of maple lumber was destroyed in the sheds.

The three plants of the Tuscolameta Spoke Company, at Walnut Grove, Miss., which closed some time ago, have resumed work, and are now running on full time. A \$20,000 plant is

being built near Carthage and will be in operation by Jan. 1. It will be the fourth spoke factory that has been started in the hardwood belt of Mississippi within the last year.

The Nashville Hardwood Flooring Company, Nashville, Tenn., is installing a 1,000 horsepower engine in its great plant.

Dispatches from Bemidji, Minn., state that for the first time in years weather conditions at the beginning of the logging season have been favorable. The swamps have been gradually freezing, and as yet there has been no snow to prevent the hardening of their surfaces. The three preceding seasons the ground has been soft until New Year. Word from northern Michigan shows a vast improvement in the labor situation. Logging contractors are now receiving applications from workmen, where they had previously had to go out and beg for their services.

The plant of the Westwood Turning Company, of Fremont, Ohio, was destroyed by fire Nov. 15. The loss was about \$10,000.

John F. Butcher, of Mt. Pleasant, Mich., manufacturers of folding crates, has moved his plant to Baxter.

Arthur A. Clemens and others have incorporated the American Sanitary Floor Company, at Chicago; capital \$12,000.

The Schuh-Mason Lumber Company has been incorporated at Cairo, Ill.; capital \$25,000.

The State Federation of Women's Clubs of Illinois, at the recent session in Bloomington, adopted a scheme to secure some pine woods in Ogle county as a state forest reserve. This is a measure which has been before the state legislature several times, and was once passed by both houses, only to be vetoed by Governor Yates.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

C. L. Willey has just received two of the largest mahogany logs ever shipped to this country. They are African wood and were purchased in Liverpool. One is 25 feet long and over 54 inches in diameter and will measure over 1,000 feet, log measure. The entire shipment consisted of 210 logs, all finely figured. Mr. Willey is at present visiting his Memphis mill.

Mr. and Mrs. J. L. Strickland of Greenville, Miss., announce the birth of a daughter November 10. The little girl will be called Ruth Le-Grande Strickland.

E. C. Mershon of W. B. Mershon & Co., Saginaw, Mich., was a Chicago visitor this week.

William Trainer of the Trainer Brothers Lumber Company is spending a month in Memphis.

The Estabrook-Skeele Lumber Company has brought in over 15,000,000 feet of hardwoods by water this season. The company has closed down its mill at Gould, Ark., but is keeping up its logging operations and anticipates having a good stock on hand for the next year's run.

George H. Chapman of the Northwestern Lumber Company, Stanley, Wis., was a Chicago visitor during the week.

On November 13, at Boyne City, Mich., occurred the marriage of Pearl Evelyn White, daughter of William H. White, the well-known lumberman of that city, to J. Ralph Aldendifer of Pittsburg, Pa. The ceremony took place in the Methodist Episcopal church and the occasion was one of the most notable of the kind ever held in Boyne City. Following it a wedding supper was served at the White home to a large number of relatives and friends. The house was elaborately decorated with flowers and delightful music was furnished during the reception. The couple will reside in Pittsburg.

R. E. MacLean of the I. Stephenson Company, Wells, Mich., was a visitor among the Chicago trade November 19. Mr. MacLean reports conditions in his part of the country very good,

and that his company has its cut all sold up to January 1. He says that a feeling of "panic" is practically unknown in his neighborhood, and as far as the lumber business is concerned he believes stumpage a mighty good asset and one not likely to decrease in value.

John McGill Ralston, a young attorney of Pittsburg, Pa., and Grace Edith Flint, daughter of J. B. Flint of the Flint, Erving & Stoner Company, were married last week. After a wedding trip through Florida they will occupy a new home near that of the bride's parents in Pittsburg.

Arboriculture for November is an especially beautiful issue of that excellent publication and reflects great credit on its editor, John P. Brown of Connersville, Ind. The number is devoted especially to American street trees and contains valuable matter regarding different trees suitable for planting in cities and towns in various sections of the country, advice on what kinds to plant, how to plant them, etc. It contains numerous illustrations made from original photographs taken by the editor and presented "for the especial purpose of arousing an increased interest in civic improvement and in beautifying the avenues and parks of our towns and cities."

William R. Barksdale of the Barksdale-Kellogg Lumber Company of Memphis, Tenn., was a recent Chicago visitor and called at the RECORD offices.

Jesse Thompson, the popular head of the J. W. Thompson Lumber Company of Memphis, was a welcome caller at this office last week.

Harry P. Coe of the Coe Manufacturing Company, large manufacturers of veneer machinery at Painesville, O., was a recent Chicago visitor.

The wood carving business of William F. DeWeese of this city has been incorporated with a capital stock of \$15,000 under the name of the Chicago Wood Carving Company. Mr. DeWeese has been in business for over twenty-five

years and conducts probably the largest factory of the kind in the country. The plant is equipped with modern machinery throughout and has facilities for gluing, sawing, carving and finishing; in fact, for handling the work from start to finish. Under the new organization the plant will be enlarged and the scope of operations extended.

The annual convention of the Northwestern Hardwood Lumbermen's Association will be held in St. Paul, Tuesday, Dec. 3, at Carling's Uptown Restaurant, corner of Fifth and St. Peter streets, in the Louis XIV room, second floor. The business session will convene at 3 p. m., a banquet will be served at 6, and at 8:15 a theater party will be given. The secretary, J. F. Hayden, wishes to know by Friday, Nov. 29, just how many will attend and requests that he be notified in each instance. A large attendance is assured, and a number of lumbermen from the Chicago district have signified their intention of being present.

W. H. Roddis was a visitor in the Chicago market during the past week. Mr. Roddis has closed down his sawmill at Park Falls, Wis., and is running his Marshfield veneer plant on shorter time than usual.

Present conditions of trade indicate that a meeting of the Michigan Hardwood Manufacturers' Association will not be held prior to Jan. 1 unless something special demands it. Reports of amount of stock on hand, unfilled orders, stock unsold Oct. 1, etc., have been compiled and mailed to members.

The following notice has been sent out to the creditors of the Ross Lumber Company of Jamestown, N. Y., by Nathaniel A. Prentiss, referee in bankruptcy: "Notice is hereby given that on the sixth day of November, A. D. 1907, the Ross Lumber Company was duly adjudicated bankrupt, and that the first meeting of creditors will be held at the office of Nathaniel A. Prentiss, referee in bankruptcy, No. 120 Broadway, in the city of New York, on the fifth day of December, at 3 o'clock in the afternoon, at which time the said creditors may attend, prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before said meeting."

E. C. Atkins & Co. presented some very handsome souvenirs to the manufacturers who attended the handle meeting in Indianapolis last week, in the shape of silver teaspoons handsomely embossed with the company's trade-mark "A A A"—Atkins Always Ahead. This slogan certainly holds good in their advertising methods, as well as in the quality of their famous saws.

### Boston.

George Cade of the George D. Emery Company, handlers and importers of mahogany, recently returned from Europe. In speaking of the trade on the other side he says that it is dull, and that it has not changed much in the past few years. Receipts of mahogany in England are not large, but prices hold steady.

The Sargent & Thorpe Lumber Company has been organized in Boston. Mr. Sargent of this corporation is a member of the Sargent Lumber Company of Boston.

C. H. Swift of Nellis, Amos & Swift, Utica, N. Y., was in Boston last week.

George F. Cobb, manager of the Pope-Cottle lumber yard, Chelsea, Mass., is making a trip to Bermuda.

The Wilder P. Clark Company has been organized in Winchendon, Mass., to succeed the business formerly conducted by W. P. Clark. The capital stock of this corporation is \$300,000.

George J. Barker of Barker & Co., of Boston, has recently returned from a New York trip.

William Curtis of the W. O. Curtis' Sons Company of Boston has returned recently from a trip to the Pacific coast. While in Seattle Mr. Curtis was taken ill with typhoid fever. He has practically recovered from this but it will prob-



and a short time before he takes up business again.

The lumber business conducted in Rochester by Amos S. Beebe will in the future be conducted under the name of A. S. Beebe & Son.

#### New York.

Much unfavorable comment has been made on the rates on the arrangement of an additional charge when the New York Central and West Street railroads are leaving beginning November 15 for truckage storage besides the usual demurrage charges. The reason for these additional charges, as explained by the railroads, is the slow unloading by consignees. Under the new schedule forty-eight hours free time for unloading is maintained with a charge of one dollar for two days additional, two dollars per day for the two next succeeding days, three dollars for the next two and four dollars per day for succeeding time. These charges will apply in addition to the usual car service charges. Without doubt the local trade will immediately take action to oppose these charges, as they are deemed unreasonable and unjust.

The New York Partition Company, Manhattan, recently petitioned in bankruptcy, has made a settlement with creditors of fifty cents on the dollar, payable twenty cents in cash and thirty cents in notes at four and eight months, secured by chattel mortgage to trustees, and bankruptcy proceedings have been dismissed. Liabilities are placed at \$5,400.

Subsequent to the appointment of receivers to the Eccleston Lumber Company, 44 Broadway, Manhattan, as previously noted, a petition in bankruptcy has been filed against the company by creditors alleging that it is insolvent, etc., and W. D. Dowd has been appointed receiver with bond at \$2,500. Liabilities are placed at \$80,000 and assets \$45,000.

A petition in bankruptcy was filed on November 12 against the S. E. Kellar Lumber Company, retailers, 11th avenue and 56th street, by the following creditors: S. L. Eastman Flooring Company, Saginaw, over \$10,000; A. T. Schnieder, \$1,455, and L. K. Kraus, \$135. It has subsequently been said that the Eastman Company's total interest is in the neighborhood of \$60,000, while it is generally understood that S. L. Eastman was one of the original backers of the company. The company was incorporated on February 7, 1905, with a capital of \$50,000. Stanley E. Kellar is president, and was previously connected with the wholesale trade in this city. The company did a large business, much of which was with speculative builders. The liabilities are approximately \$274,000 and assets \$100,000. The failure of the company is attributed largely to the heavy losses with builders and also to the order issued by the Building Department of this city some months ago ruling out 4x8 timber in favor of 3x10 timber in city building, the company having a large stock of 4x8 on hand. George D. Graves has been appointed receiver by the court under bond of \$5,000 and authority to continue the business for thirty days.

George H. Mell of Kane, Pa., who is interested in the Mount Mitchell Lumber Company of Swanannoa, N. C., and the Montezuma Lumber Company of Bristol, Tenn., was a visitor in town last week in the interest of business. Operations have been discontinued at both plants, he reports, until the manufactured stock on hand has been disposed of.

I. N. Stewart, I. N. Stewart & Bro., and Orson E. Yeager, both of Buffalo, N. Y., have spent several days in town during the fortnight in the interest of business.

Paul T. Cheriton, manufacturers' agent for hickory and ash handles, 62 Reade street, Manhattan, made an assignment on November 13 to Charles A. Hawk. The business was started thirty years ago by his father, Theo. T. Cheriton, who died June 9 last. Paul T. Cheriton

was a partner in July, 1904, and the owner of the firm was T. F. Cheriton & Son.

Schedules in bankruptcy of the Ross Lumber Company, 317 West 115th street, Manhattan, and Jamestown, N. Y., whose failure was noted in a previous issue, show liabilities of \$138,450 and good assets of \$86,750.

James Crowell, prominent retailer of Newark, N. J., just purchased the entire hardwood stock and good will of the E. P. Backus Lumber Company, 460 Ogden street, that city, and is selling out the stock thereon. The E. P. Backus Lumber Company and E. P. Backus, for many years its head, will retire from the retail hardwood business, although Mr. Backus may engage in another branch of the hardwood trade. The acquisition of this stock is a valuable one to Mr. Crowell, in addition to his regular hard and soft wood business.

The local trade was much interested this week in the arrival on November 12 of the Steamship Earl of Douglas from Portland, Ore., with a cargo of 16,000,000 red cedar shingles and 1,700,000 feet of Washington cedar lumber, all of which was consigned to Arnold & Co., the large Albany house. Arthur E. Lane, the popular local representative of the Seattle Lumber Manufacturing Company, 1 Madison avenue, will have the selling agency of this cargo. In addition to being the biggest cargo of lumber and shingles ever shipped, it is the first cargo of its kind received in New York. The Earl of Douglas established a new record around the Horn, covering the 15,000 miles in just seventy-five days.

Ernest M. Kenna, the California redwood wholesaler of 66 Broadway, is a close second to the above accomplishment, as he has now loading at Portland, Ore., a cargo of 3,000,000 feet of Oregon fir on the ship Acme for New York, which he is expecting to arrive here early next year.

Frank J. Hill, wholesale and hardwood commission man of 21 Beekman street, is president of the Lynbrook Lumber Company, just incorporated to manufacture sash, doors, blinds, etc., at Lynbrook, L. I., with a capital of \$10,000. Associated with him are George J. Cadoo and Annie W. Cadoo, who were formerly identified in the building trade in Manhattan. This company will put up a new plant and arrange a lumber yard at Lynbrook, L. I.

C. C. Wright, representing C. Leary & Co., large hardwood house of London, Eng., arrived recently on his annual visit to hardwood producing centers in the West and South.

John Cathcart, prominent hardwood manufacturer and inspector, with plant at Decatur, Ala., and principal in the C. & W. Lumber Company, 18 Broadway, New York, is closing out his operations at Decatur and will hereafter devote himself exclusively to the wholesale and export trade through the activities of the C. & W. Lumber Company.

At Philadelphia recently Miss Annie E. Bailey of that city and J. P. Comegys, manager of the Philadelphia office of Barker & Co., Boston, Mass., and 18 Broadway, New York, were united in marriage. They spent their honeymoon in New York.

P. E. Fuller, previously connected with Barker & Co. of Boston, has assumed management of the wholesale cypress business of the Associated Lumber Company, 18 Broadway, and headquarters, Boston, Mass.

Advices just received in New York announce the failure of two big Prussia companies, Albrecht & Co. and L. Goldharder, lumber firms, of Danzig, Prussia. The liabilities of the former are about \$200,000 and the latter \$250,000. Both firms are trying to make arrangements to continue business.

J. H. Eckstein of Cooney, Eckstein & Co., one of the leading wholesale houses in the trade, was instantly killed in his automobile at Harrington Station, on the West Shore railroad, on November 16, the chauffeur endeavoring to

cross the tracks in front of a freight engine and caboose. His death was a great shock to his wide circle of friends in the trade. Mr. Eckstein's wife and two other occupants of the machine were vitally injured, but Mr. Eckstein was killed instantly.

Among the visitors during the past week were: J. H. P. Smith, R. H. Smith & Co., Parkersburg, W. Va.; Gardner I. Jones, Boston; W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati; H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md.; H. McLean, McLean Lumber Company, Buffalo.

The conference on hardwood inspection at the Hotel Astor, this city, on November 14, to consider a tentative set of rules promulgated by the New York Lumber Trade Association, was well attended. After a full discussion of the subject the rules as submitted by the Inspection Committee of the New York Lumber Trade Association were taken up clause by clause and a number of additions and alterations were made. Then followed a consideration and acceptance of the rules as a whole with a vote that the same be reported back to the various associations represented for such action as they deemed proper. It was also voted that the rules should be called the Northeastern rules for the measurement and inspection of hardwood lumber. The rules will not be made public until after final action by each organization.

#### Philadelphia.

The regular monthly meeting of the Lumbermen's Exchange, preceded by the usual inviting luncheon in Griffith Hall, was held on November 7, President Wm. B. Rice in the chair. The following resolutions were adopted: "Resolved, That it is the sentiment of this Exchange, that it would be desirable to have the railroad companies, who have fixed the minimum required weight of shipment of lumber at 34,000 pounds, insert a clause in their notices to the effect that when a car is apparently loaded to its full capacity, and it is evident that it is a physical impossibility to load sufficient lumber to make up the 34,000 pounds, such shipment shall be billed out at the actual weight of the lading." A motion was adopted that this Exchange send delegates to the Rivers and Harbors Congress, which will be held in the New Willard hotel, Washington, D. C., on December 4, 5 and 6. A motion was also adopted that the president and two other members represent this Exchange at the Atlantic deeper water ways conference, to be held at Bellevue Stratford hotel, this city, November 19 and 20.

The Henry H. Sheip Manufacturing Company reports business for last month very good and at present trading far from bad. They are pushing the completion of their new concrete warehouse, now going up on the site of the one destroyed by fire some months ago.

The Righter-Parry Lumber Company reports shipments in October far in excess of the same month of last year, with the November showing to date very satisfactory. They recently opened a buyers' and shippers' office in Johnson City, Tenn., which will be looked after by W. H. Yates, a competent man in every respect. They have just closed some desirable contracts in the South for poplar, chestnut and oak. W. M. Stouck, who was formerly connected with hardwood mills in West Virginia, has been engaged as salesman to look after western Pennsylvania and New York state for them.

The Codling-McEwen Lumber Company is getting orders right along, as F. B. Codling of this concern is always on the alert for business. He is now visiting the mills at Asheville, N. C., looking up the stock situation.

J. Randall Williams & Co. report business fair for time of year. J. Randall Williams Jr. recently returned from Salisbury, N. C., and is now on a selling trip to New York.

J. Gibson McIlvain & Co. report business moving fairly well considering general conditions. They have a large stock of excellent hardwoods



in their extensive yards at Fifty-six to Fifty-eight, Third and Woodland avenues, which they are turning off below water in the yard entirely to their intention of loading up the yard entirely.

Schofield also reports the mill of the Sackettville Lumber Company at Plattsburgh, N. Y., doing finely, business holding up fairly well, but the car service poor. R. W. Schofield is unfortunately laid up with blood poisoning which he contracted some years ago and which unfortunately returns periodically.

R. M. Smith & Co. are receiving some fair orders. Benj. C. Currie Jr., manager, admits that there is a lack of snap in trading, but this gentleman is ever on the scent for business and invariably bags his share.

Owen M. Bruner Company is evidently prosperous. It has outgrown the old office quarters and so recently has added the adjoining rooms, now occupying 1508 and 1509 Land Title building.

The Paul W. Fleck Lumber Company is fairly busy. Mr. Fleck states that he has no fault to find with trading, but that the car service is giving them a good deal of trouble. He is at present on a visit to the mills looking up stock conditions.

The Canada Westcoast Lumber Company, New York City, obtained a charter under Delaware state laws on November 4. Capitalized at \$1,200,000.

The Columbia Timber Company, New York City, was incorporated under Delaware state laws on November 4. Authorized capital, \$1,000,000.

The Standard Chair Company, of Union City, Pa., is putting in a mill on its timber tract on the Spencer farm, about two and one-half miles west of Corry. It has 300 acres of hardwood timber, mostly beach and maple.

It is announced that the belated drive of 12,000,000 feet of logs, which have been bleaching all summer along the banks of the west branch of the Susquehanna river, has reached the Williamsport boom, and that the sawmills of that busy town will have some winter work in consequence.

#### Baltimore.

Lumber exporters who ship stocks to Europe by way of Baltimore and other Atlantic ports and who are making a fight against the increase in ocean freight rates have received aid from an unexpected quarter. When the special committee named at a previous meeting to make an effort to have the steamship lines continue the current rates met two weeks ago to discuss the reply of the steamship companies sent in response to the representations made, representatives of several railroads put in an appearance at the Chamber of Commerce, the meeting place. The railroad men listened to the views of the committee members as reflecting the opinions of the exporters, and then suggested that the committee formulate the demands of the exporters, naming the highest rates which they feel they can afford to pay, and then let them (the railroad men) take the matter before the steamship representatives and see what can be done. The interest of the railroad men is attributable to the fact that if the exporters carried out their threat of making contracts with steamship lines willing to grant the current rates, even if it became necessary to divert the lumber export movement to some other port, it would involve a considerable loss to the land transportation lines. It is considered likely that the railroad men will make such concessions as will enable the steamship lines to make acceptable through rates. The committee, of course, has no authority to bind the exporters.

F. W. Besley, state forester for Maryland, has just given out figures collected by his office based upon the returns of fire wardens from the various counties of the damage caused annually in this state by forest fires. Though Maryland is not counted among the states with

great forest wealth, the extent of the standing timber contained within its boundaries is indicated by the returns of the losses. Statistics are available only from half a dozen counties, but the total of damage for last year foots up over \$200,000, so that if the same ratio holds good for all of the twenty-three counties in the state the annual loss, even under the present system of partial supervision and lessened destruction, cannot fall short of \$500,000.

The absorption of the New Orleans Exporters' Association by the National Lumber Exporters' Association has been effected. A week ago Secretary E. M. Terry of the National association sent a telegram to J. O. Elmer, secretary of the New Orleans association, informing him that the fifteen members of his organization had accepted membership in the older body under the conditions agreed upon. One of these is that the National association shall maintain at New Orleans an assistant secretary, with a permanent office, to look after matters of special interest to the exporters there, and Mr. Elmer has been appointed to that office. The next annual meeting of the National Lumber Exporters' Association will take place at New Orleans in January next.

Among recent visitors in Baltimore was N. A. Dunne of the Boice Lumber Company of Abingdon, Va. He called on a number of hardwood firms here and reported that inquiries were few and the trade generally quiet, though none of the mills had large stocks on hand.

Norman Wright of C. Leary & Co., London, stopped in Baltimore about ten days ago in the course of a trip to the timber sections of the southern states. He said that stocks abroad were quite large, and advised against promiscuous shipments, saying that it would not be difficult to get the buyers abroad to meet the terms of the exporters with the supplies held down to moderate proportions and careful account taken of the needs of the foreign market.

Unofficial advices have been received here concerning a meeting held the latter part of October at the office of Alfred Dobell & Co., Liverpool, of the merchants and brokers of that port to formulate a system of measurement to govern the export trade from the United States. Various rules were adopted, but it appears that all of them are based upon the old rules of the National Hardwood Lumber Association, known as the 1905 rules, and which have since been superseded by the rules adopted at the last annual meeting in Cincinnati. Evidently the Liverpool merchants and brokers are not disposed to make concessions, since they knew of the new rules and yet disregarded them in formulating their terms. It seems now as though the whole question would have to be gone over again, and that the progress previously made in the direction of reaching an agreement is offset. No action will be taken by the exporters on the subject until they get official advices from Liverpool.

#### Pittsburg.

R. E. Chapin of the Cheat River Lumber Company made a ten days' trip through the eastern cities early in the month. He found the big towns "down east" in much worse shape financially than the Pittsburg district and collections pretty slow. He reports a good inquiry for certain lines of hardwood and a disposition among some good customers to want their lumber at the earliest possible date.

William M. Pownall, president of the Colonial Lumber Company, also rounded up the eastern trade last week. He had quite a profitable trip and since his return has taken some nice orders for yellow pine. He reports prices cut badly in some stock, but says that it is possible still to sell some stock of all grades to advantage.

J. R. Mann, who took charge of the New York office of Bemis & Vosburgh Nov. 1, is pushing trade there with a vengeance. Mr. Mann is

from West Virginia and is known to the Pittsburg wholesalers as one of the most thoroughly experienced men in the lumber business. He not only knows stock and mill operations, but he is very familiar with grading and conditions and prospects at the retailers' end of the line. He was formerly with the Rumbarger Lumber Company and for the past few years has been operating independently on a commission basis.

J. N. Woollett, general manager of the American Lumber & Manufacturing Company, has returned from a three weeks' trip through the South and Southwest. He found conditions in the yellow pine country much worse than in the hardwood districts and more mills shutting down. The southwestern operations of the American are at present the most encouraging features of their business, for with an almost unlimited supply of cottonwood at their disposal they are bucking the center of their competitors' force in a way that counts in winning the goal. The American now has two cargoes of cottonwood nearly loaded, which will be shipped up the Mississippi for distribution through the middle states. Unlike a few weak-kneed firms, the American is crowding on all steam at present and is taking every possible way to get business.

The Willson Brothers Lumber Company finds the hardwood market in much better shape than general financial conditions would seem to warrant. Their sales of hardwoods are going to be big this year and the best thing about the business is that with the exception of oak they find that dealers have not cut prices.

The Nicola Lumber Company is figuring some fine hardwood bills and has a good lot of orders on its books for early shipment. It has made a very successful season in the shingle and lath business, its stocks from the North unloaded at Cleveland being such as to practically sell themselves. President George W. Nicola of this company is now in the South taking a two weeks' survey of the situation.

The J. C. Moorhead Lumber Company is cutting 30,000 feet a day at its plants at Shryock, W. Va., and has some fine stocks of both hardwood and white pine. Poor car service on the Chesapeake & Ohio railroad is the worst thing it finds to complain about. This is delaying its shipments like those of many other operators in that section. G. H. Trump, the new salesman for the company, is doing good work over in New York.

Lumbermen are especially interested in the experiments which the Pittsburg, Fort Wayne & Chicago Railroad Company has been making with steel ties lately. A few days ago it ordered the steel ties removed from a section of track at Emsworth, a suburb of Pittsburg, eight miles down the Ohio river. This is in one of the prize parts of the Fort Wayne, where there are four through tracks and where the utmost care is taken with the roadbed, etc. The steel ties have been a signal disappointment to the railroad officials and it is now a return to the good old oak ties.

Manager S. A. Seamans of the C. P. Caughey Lumber Company keeps things very busy around his offices and operations, the latter being in Washington county, Pennsylvania. He is well fortified with shipping facilities, for he can either get his stock out on the Wabash or the Pennsylvania railroads. He is cutting a large amount of very choice white oak and until very recently has found a good market for all his product.

President J. L. Kendall of the Kendall Lumber Company reports trade far from stagnant and says that the hardwood operations of this concern are progressing finely. At Ohiopyle the plants of the Ohiopyle Company are being pushed hard and are turning out a splendid lot of lumber. The Kendalls look for much better business after Jan. 1.

J. F. Henderson of the Henderson Lumber Company reports a very good business up to



date. He believes that the country is now going through a very thorough period of readjustment in prices and especially in financial methods and that within a few months the good effects of this are bound to be apparent. He is not relaxing his efforts to get at the trade, but keeps his offices in the Commonwealth sky scraper very busy.

The Morgan Carriage & Wagon Company of Beaver Falls, Pa., has been organized by David G. Morgan, Henry W. Blum, George W. Warrick, E. M. Hays and Samuel E. Gallagher. A plant will be erected.

Western Pennsylvania is getting its full share of new chair factories. Two new concerns have recently invaded Union City, which was already known as the largest chair manufacturing point in the country. At Connellsville, Pa., another chair factory is being made ready. At Corry, Pa., S. J. Weber, C. A. Hubbels and J. C. Lyons of Union City, Pa., have purchased a site and will operate a handle and novelty plant.

### Buffalo.

Buffalo lumbermen were asked to join in the movement against the new inspection rules of the National Hardwood Lumber Association inaugurated by the New York Lumber Trade Association, but declined.

O. E. Yeager is getting in quite a lot of new stock—oak, poplar and ash—good stuff all of it. Though not much needed at the present time, it is bound to come into demand sooner or later, and Mr. Yeager is wisely anticipating the wants of his customers.

Scattered & Son are striving to catch up on the oak demand during the present dull time. They have had difficulty in finding stock to fill orders and are now in hopes of getting ahead of the call and accumulating a little choice material.

A. Miller takes an optimistic view of the situation and predicts an early return of normal conditions. He is getting hardwoods from the South and from Canada which he feels will serve him in good stead when business does pick up.

F. A. Beyer fell from a street car recently and was slightly injured. He has not been out to his office since, but expects to be able to return to business in a few days. J. F. Knox is looking after the mills of the concern in Missouri.

The Buffalo Hardwood Lumber Company reports business somewhat dull at present, but they are not urging orders, the plan being to hold stock as the company believes trade will pick up rapidly after the first of the year.

F. M. Sullivan of T. Sullivan & Co. is in the West looking after a cargo of ash and elm. This will round up the firm's line of stock and put them in shape to take care of the wants of their trade when the demand is more active.

The Standard Hardwood Lumber Company's yard has a particularly well assorted line of stock just now, with a fine lot of oak, poplar and chestnut. Their southern connections enable them to keep this in good shape, and they quickly fill in all gaps made by sales.

F. W. Vetter reports trade as good as could be expected under the circumstances. His yard is well supplied with southern hardwoods, and he is constantly adding desirable grades.

Current report has it that G. Elias & Bro. are carrying a big stock of all kinds of hardwoods, but the concern does not consider it at all exceptional. Their stock is always a large and well assorted one. They are running their mill strong and report that timber movements are slackening off somewhat.

The Hugh McLean Lumber Company and its many allied interests are all running full time. These companies have such an extensive trade that a temporary lull does not have much effect on their business and they are really glad of the opportunity to catch up on orders.

I. N. Stewart & Bro. are handling a lot of

cherry, trade in that wood keeping up surprisingly well. The concern anticipates an early resumption of buying and is making plans accordingly.

### Bay City and Saginaw.

The mills and plants in this section are generally in operation; some men have been let out, but in the main labor is well employed.

Frank Buell, who employs 700 men in logging in the upper part of the lower peninsula, says that he is not going to curtail, but will handle 40,000,000 feet of logs the coming year. A large portion of these come to the Saginaw Valley.

Haak Brothers of the Haakwood Lumber Company of Haakwood, a lumber hamlet founded a few years ago by them, and where they operated a number of years, but recently transferred their interests west, are offering 10,000,000 feet of timber for sale. They were in Bay City Saturday endeavoring to interest W. D. Young in the timber. It is hardwood, bought by the Haak people nine years ago and held for a rise. It may be difficult to get an advance upon it at present, though should conditions clear up and business resume its wonted activity it is probable no difficulty would be experienced in disposing of it at its worth.

The Kneeland-Bigelow Company is still running its mill day and night and operating four camps. One good thing for the trade is that practically the entire output of this company, as well as that of Kneeland, Buell & Bigelow, this year was sold early in the season, hence the people operating these plants have no large accumulation of stock in hand. They take a hopeful view of the outlook and are not disposed to believe that the industry will suffer to any great extent.

The sawmill of the Batchelor Timber Company at West Branch is shut down pending somewhat extensive repairs before starting on the winter run.

The Gilchrist mill at Alpena, which has been cutting hardwood all the season, has shut down and the firm is putting in a stock for next season.

Salling, Hanson & Co. of Grayling are having a refuse burner constructed, 100 feet high and 43 feet in diameter.

### Grand Rapids.

Dr. Thomas E. Will, secretary of the American Forestry Association, lectured at the Ryerson Public Library November 18 on "The Appalachian-White Mountain Forest Reserve," being introduced by Charles W. Garfield. Dr. Will has just closed a series of lectures in Wisconsin and is now touring Michigan. He is not only awakening greater interest in forestry matters but is urging that the pressure of public sentiment be brought to bear on Congress to put through the bill now pending, creating a large reserve in the Appalachian and White mountains.

The money situation is forcing conservatism with many lumber operators. The White interests of Boyne City, which involves railroad, camps and mills, announce a reduction of 10 per cent in wages.

Fire destroyed the handle factory of the D. B. Kelly Company at Lucas November 18. Loss, \$4,000, insured. Thirty men were employed. The company will rebuild.

Involuntary bankruptcy proceedings have been brought against William Harrison, former president and founder of the Harrison Wagon Company of this city. The petitioners are Frank G. Wright & Co., Chicago; A. B. Cline of Bluffton, Ind., and the Fourth National Bank of this city, their claims aggregating \$8,204. It is alleged that Mr. Harrison, while insolvent, preferred certain creditors in the payment of liabilities.

The Madison Square Board of Trade of this city is taking steps to form a company for building necessary molds for construction of all-cement houses, according to the plans of Thomas A. Ed-

son. According to the latter plan, not only the walls but partitions, floors, stairways, mantles, bathtubs, washstands, heating flues and even the hot air furnace may be built of cement. The cost for material entering into a two-story ten room house of this description is placed at \$1,000, provided it is built on sandy soil, so that material excavated for the cellar may be used.

George W. Fuller of Central Lake has bought the sawmill of Gilbert Hooper at Rapid City.

The Helmforth Lumber and Shingle Company of Northport has decided to discontinue lumbering operations on High Island for the winter, where twenty-six men are employed at present. The machinery and equipment will be left on the island until operations are resumed.

The Lumbermen's Association of Grand Rapids will hold its regular monthly business meeting and dinner at the Livingston Hotel Tuesday evening, November 26. At the October meeting a committee composed of L. L. Skillman, E. Preston Rice and Carroll F. Sweet was appointed to look into the matter of establishing a local lumbermen's credit bureau and this committee will report in favor of such a bureau.

### Columbus.

The Columbus Lumbermen's Credit Association, which was organized several months ago, will soon make radical changes in its constitution and by-laws. At a recent meeting of the association plans were made for a general meeting at which the changes will be reported. New officers will be chosen and a successor to Secretary Bleile appointed. One of the changes proposed is to admit to membership manufacturers as well as wholesalers and retailers, and also dealers in all lines of building materials.

It is now announced that the large mill being erected by the Powell Lumber Company will not be completed before the first of the year. Delay in shipment of materials for the mill is the cause. This will be one of the largest mills in the state when completed.

The General Lumber Company has not curtailed production at its mills at Ashland, Ky., despite the unsettled financial conditions which prevail over the entire country. They have three gangs of men busy cutting for the mills and believe that conditions will soon become brighter.

The W. M. Ritter Lumber Company is running its large mills in West Virginia, Tennessee and Kentucky to full capacity. It is announced that unless conditions become much worse the entire force of men will be kept at work.

### Indianapolis.

Lawn swings, porch swings and stepladders will be manufactured by the Herbert A. Myers Manufacturing Company, just organized at Warsaw. The company, composed of H. A. Myers, C. W. Scott and D. A. Peterson, has \$20,000 capital.

A one-story brick factory, 50 by 165 feet, is being built at South Bend by the St. Joseph Lumber and Manufacturing Company.

Roman Cue, a Mexican timber land owner, visited the Talge Mahogany Company in this city recently. He spent two weeks in Indianapolis and saw practically every point of interest. His timber tracts are located in the Mexican mountains and they contain large quantities of mahogany and cedar, some of which is shipped here.

A piano factory will be located at Linton shortly and will manufacture a piano invented by J. W. Galloway of that city and which contains no iron or steel in its construction. Eastern capitalists are interested.

J. D. Baker & Sons is the name of a new corporation at Kendallville that will manufacture adjustable tables and other kinds of furniture. The company has incorporated with \$30,000 capital.



With a capital stock of \$7,000 the Indianapolis Cabinet Makers' Union is soon incorporated. The directors are Virginia C. Reed, Henry Tapking, C. C. A. Ambricht, Gustav G. Stark, Harry C. Bauer and Henry M. Gentry.

Consinger Saws & Co. are building a band saw mill at Reelsburg that will cost \$15,000 when completed and equipped. It will be ready for operation within a few weeks.

The Art Cabinet and Grill Works has been organized at North Manchester to manufacture wood novelties. Several well-known business men, among them Samuel Brandes, Jonas Grossnickle and Herman B. Grossnickle, are interested in the company.

H. M. Maddox, president, and C. A. Meyer, secretary, announce that the capital stock of the Quality Cabinet Company of this city has been increased from \$50,000 to \$100,000.

It is announced that the Mossman Lumber Company will move its headquarters from Jasper to Evansville, but that a branch office will be maintained at the former place. The company, which is one of the largest of its kind in southern Indiana, employs several hundred men.

William Riley Teegaarden, a veteran Hoosier lumber man, died at his home in this city on November 19 at the age of 63. He had been in good health until the day of his death, having returned only a few days previously from a trip to Oklahoma, where he had extensive interests.

A hearing on a petition for a change in freight rate classification on thin-cut lumber is in progress before the Indiana Railroad Commission. The petition was filed by Adams & Raymond of this city. The company complains that several months ago the class of lumber in question was changed from the sixth to the fifth-class rate. This lumber is used for making boxes and crates and is not as valuable as veneers, it is argued.

#### Bristol, Va.-Tenn.

The Yellow Poplar Lumber Company of Coal Grove, O., has in operation in the Clinch mountains, two miles south of Doran, Va., a band mill with a daily capacity of 50,000 feet, and now has something like 3,000,000 feet of stock on its yards at that place ready for shipment. The company has completed a remarkable piece of railroad across Sandy Ridge mountain, fourteen miles in length. The incline is so great that it was necessary to construct a number of back switches.

H. F. Miller of Christiania, Norway, is buying lumber in Bristol. Mr. Miller has engaged considerable stock, chiefly chestnut, for early shipment. He will spend several weeks in America before sailing for home.

W. A. Hassinger of the Hassinger Lumber Company, Azen, Va., was in the city this week. Mr. Hassinger's company now has in operation a band mill cutting 50,000 feet of stock a day in the White mountains, on the Virginia-Carolina Southern, and owns one of the finest tracts of virgin timber in southwest Virginia.

George M. Spiegle of George M. Spiegle & Co., hardwood dealers, Philadelphia, called on local lumbermen this week. He discussed conditions in hardwood circles, taking a roseate view of the outlook. Mr. Spiegle is interested in the McCabe Lumber Company, owning extensive properties near Newport, Tenn., and in western North Carolina.

George E. Davis of George E. Davis & Co. has gone on a trip in Virginia.

A. A. Wilkinson is back from an important trip in the East.

A movement for the preservation of the timber exhibits at Jamestown and their removal to the old capitol building at Richmond has been launched in Bristol. Bruce C. Banks, secretary of the Virginia Timber and Mineral Exhibit Association, an organization of timber owners and mineral operators formed in Bristol, was here this week in conference with local exhibitors in connection with the movement. The plan is to ask the next legislature, which convenes in January, to appropriate \$25,000 to remove the ex-

hibits to Richmond and place them in the old capitol building.

W. G. McCain, head of the lumber firm of W. G. McCain & Co., operating a band mill at Neva, Johnson county, Tenn., and other places in this section, was married to Miss Margaret Snowden at the home of the latter's brother in Philadelphia November 18.

Mr. McCain came from Pennsylvania to Tennessee with his sons to engage in the lumber business a number of years ago. He is a frequent visitor in Bristol, where he has many warm friends and is known as the "grand old man." He is mayor of Neva, a small town which he founded. His bride is a member of one of the oldest and best known families in Pennsylvania and is a daughter of Mr. McCain's life-long friend, Dr. E. H. Snowden. Mr. and Mrs. McCain will return to Neva this week and will leave immediately for Florida, where they will spend the winter. Returning in the spring, they will make their home in Bristol.

#### Cincinnati.

H. S. Adams, secretary of the Union Association of Lumber Dealers, has issued notice that the next annual convention will be held at the Southern Hotel, Columbus, January 21 and 22. This is the twenty-sixth annual meeting of the organization and is expected to eclipse all previous records in attendance.

The Kentucky Lumber Company have received a small run of logs at their mill at Williamsburg and will start the mill again. The logs on hand will be consumed in about a month when the mill will be again closed. The company's other mills are completely sawed out, but the lumber on hand is ample for present needs and the company is not making any special effort to secure logs. However, they are in the market for them as they are looking out for the next year's work, and their men in the woods are cutting a great deal of timber, which will be shipped to the mills later.

Ralph McCracken of the Kentucky Lumber Company spent a few days at Louisville last week. He says trade is quiet in the vicinity and will not pick up until the money stringency is settled.

Frank Sudbeck of the Acme Veneer Company will leave the early part of next week for a business trip through the East.

Harry Hartke of the Acme Veneer Company has been receiving the sympathy of his numerous friends on the death of his father, George Hartke, which occurred last week. Mr. Hartke was one of the old settlers of Cincinnati and his name is known everywhere in business circles.

The mill of the Maley, Thompson & Moffett Lumber Company has been completed and they have resumed business on the old basis. The new factory is of concrete, and is one large building, being separated only from the engine room. The structure covers a space of one hundred feet or more and has a capacity of several thousand cubic feet. The mill is sawing a great deal of walnut logs which they are drawing up out of the mill creek with the aid of a yoke of oxen.

Leland G. Banning, prominent lumberman of this city, will arrive in Cincinnati, November 26, from an extended auto trip through the Australian mountains. He has been away from the local offices for several months. He arrived in New York on the new steamer Lusitania and will spend some time in New York City.

#### Nashville.

Harry A. Freiberg of the Freiberg Lumber Company, Cincinnati, spent a few days in Nashville this week, in the interest of his firm.

The plant of the Nashville Hardwood Flooring Company, which has been closed down for the past two or three weeks for the installation of new power equipment, is expected to resume operations on the 25th instant. The old equipment was found inadequate to handle the heavy

work imposed upon it. The new power unit is being installed by the well known Atlas Engine Works of Indianapolis.

The new veneer mill of the Fred W. Black Lumber Company in West Nashville has recently been placed in operation and is now cutting mostly poplar stock for the furniture trade, although a little later on it will probably cut mahogany and white oak veneers as well. This new plant is thoroughly up-to-date, and is equipped throughout with the best machinery obtainable. The cutting machines are of Coe manufacture. The power equipment was furnished by the Atlas Engine Works, and the dry kilns by the Standard Dry Kiln Company of Indianapolis. The daily capacity of this new plant will approximate 45,000 feet. H. W. Black, secretary and treasurer of the Fred W. Black Lumber Company, is also the manager of this new veneer mill.

#### St. Louis.

The Irish-American Society of St. Louis at its regular yearly election last week elected Richard J. O'Reilly, president of the O'Reilly Lumber Company, president.

A one-story lumber shed, to cost \$3,000, will be erected by the Charles F. Luehrmann Hardwood Lumber Company. This shed is to replace one burned several months ago. Quite a satisfactory business in hardwoods is reported by E. H. Luehrmann, vice president of the company. Orders for the past few weeks are greatly in excess of the same period last year.

H. S. McGavic, the well-known hardwood lumber dealer, who has had his office in the Fullerton building, has moved over to the Wright building, the lumbermen's headquarters.

A fair trade, much better than he expected, taking into consideration the unsettled condition of the lumber market, is reported by Theodore Plummer, president of the Plummer Lumber Company. Until the first of the year he says consumers will only buy for absolute needs.

The cypress trade is reported rather quiet by the Lothman Cypress Company, although it has not fallen off quite as much as was expected. The past few weeks show an improvement over the two preceding ones. Dealers are not buying any more than they need to fill present requirements. The company has a big stock of well-selected cypress on hand; they can fill orders with promptness.

Although business is quiet, Charles E. Thomas, president of the Thomas & Proetz Lumber Company, says they are receiving orders right along, although they are not as large as they would be if conditions were better. They have a good assortment of all items on the hardwood list at their yard and can fill orders with promptness.

John H. Verdin, who was formerly in the hardwood trade, has again started in business and has located in the Wright building. One of the former employes of W. A. Bonsack, David Flynn, has associated himself with Mr. Verdin, and will assist in the buying and selling of lumber. Contracts for next year are being made with mills.

Paul Davidson, the former secretary of the Lumbermen's Exchange of St. Louis, and now connected with the Ozark Cooperage and Lumber Company, has developed into a first-class salesman. During a trip to the North recently he made quite a record, considering the dullness in trade. Last week he paid a visit to the mills of the company in the South. G. W. Allport, the general sales manager of the company, is off on a trip up the river. Mr. Davidson says business is quite satisfactory, considering the state of the market.

Otto Bloess, president of the Bloess Lumber Company, and one of the oldest lumber dealers in Missouri, died in this city recently after an illness of several months' duration. A wife, two daughters and one son, Leo Bloess, survive him. His son manages the company at Sedalia, Mo.

A. T. Gamble, vice president of the Southern Hardwood Lumber Company at Memphis, Tenn.,



was a visitor at the office of the F. C. Moore Lumber Company, November 18.

F. C. Moore, president of the F. C. Moore Lumber Company, says that business is dead and that there is little doing in the selling line.

Mr. Ogden, now sales agent for the Krug Lumber Company, will go with Alcee Stewart the 1st of December. Mr. Ogden has been with the Krug Lumber Company for about a year, but was formerly with Mr. Stewart.

W. W. Dings of the Garretson-Greenson Lumber Company is out on a selling trip for the company. He reports quite a fair trade, although he finds conditions in the country far from satisfactory.

George E. Cottrill, secretary of the American Hardwood Lumber Company, says they are placing orders right along, although they are not as large as usual for this season of the year.

The Steele & Howard Lumber Company reports conditions somewhat unsatisfactory, although they are doing quite a nice business.

The Hardware and Woodenware Company of New York has been authorized to do business in Missouri and will employ \$315,000 of a capital of \$8,750,000 here.

Thomas W. Fry, secretary of the Charles F. Luehrmann Hardwood Lumber Company, returned recently from New York, where he went to meet Mrs. Fry, who has been spending several months in Europe.

W. R. Chivvis says while business is far from satisfactory he is shipping a fair amount of lumber, particularly walnut, which is his specialty.

S. C. Major, connected with the S. C. Major Lumber Company of Memphis, was a visitor in the city a few days ago.

The Blytheville (Ark.) furniture and wagon stock mill of the Little Lumber Company started up early in November. The mill has a capacity of 30,000 feet daily.

Quite a number of hardwood men attended the regular monthly meeting of the "Yellow Piners" held November 12 at the Washington Hotel. After a delightful course dinner a business meeting was held. The hardwood men were particularly interested, because the matter of consolidating the yellow pine interests and the hardwood came up. It is proposed to form a regular lumbermen's club of the two interests. Three yellow pine dealers and two hardwood dealers, the latter being W. A. Bonsack and George E. Hibbard, were named as a committee to draw up a constitution and by-laws for the new club and to report later. The idea is to have a club similar to those at Memphis and Cincinnati. The club will not only be a social one but will look after any matters that may come up in which both the yellow pine and hardwood trades are interested.

### Memphis.

There is some improvement in the financial situation here and this is encouraging the lumber trade to look for a return in the near future of normal conditions. It is still difficult for manufacturers of hardwood lumber to secure the necessary money to finance operations, with the result that most of the plants in this territory are closed down, pending further developments. This curtailment is very extensive, more so than is generally recognized by the consuming trade. Figures compiled by Secretary Lewis Doster of the Hardwood Manufacturers' Association show that the loss in the hardwood territory approximates 2,500,000 feet daily, or about 66 per cent of the normal production for this time of year. His returns embrace reports from 142 mills, and of this number 107 have closed down, while others have signified their intention of doing so in the near future unless there is improvement in the financial situation. With this reduction in output there is no chance of there being a surplus of stock that would have a depressing effect on values. There is not much business in progress and not a great deal is anticipated in the immediate future. Manufacturers and whole-

salers, however, are not particularly anxious to make large sales just now. Collections are slow and the fact that lumber is sold does not materially help the situation if there is no money forthcoming in payment therefor. There have been some few cancellations, but the majority of the trade will not stand for anything of the kind. They point out that their forward delivery sales have been made in good faith and that they are unable to see any moral or legal reason why the buyer should be allowed to order cancellations. They further point out that in some previous instances they have been hard hit by having to fill engagements into which they had entered, and are hence indisposed to release buyers who were unwilling to release them when conditions were reversed. Lumbermen here are perfectly willing to hold up shipment of lumber until such time as the buyer desires it forwarded, as this does not release the buyer from taking stock in the end and is fair to all concerned.

A most interesting meeting of the Lumbermen's Club was held here at the Hotel Gayoso November 16. The attendance was large and there were several guests, including John H. Watkins, vice president of the Bank of Commerce and Trust Company, who addressed the club on "Flexible Currency," and James F. Hunter, vice president of the Union and Planters' Bank and Trust Company, who made an extemporaneous talk on local conditions. Mr. Watkins, in addressing the meeting, reviewed the systems prevailing in the older countries of Europe and showed wherein they undertake to make their currency system somewhat flexible, a duty which the United States government does not attempt. He pointed out the evils of the dearth of currency, such as is now being experienced, but he also dwelt upon the fact that a redundancy of money would be just about as bad, because leading to overspeculation and extravagance in every branch of business.

Mr. Watkins made no attempt to conceal that the currency system in the United States is defective and believed that congressional action should be taken looking toward its improvement. He suggested the establishment of the old United States bank as a solution of the present difficulty, but the plan which he really favored was to confer upon the national banks the power to issue their notes based upon their capital. He believed that a tax should be placed upon these notes at the rate of about 2½ per cent, and that when the need for their circulation had passed the tax should be increased so as to force their withdrawals from circulation.

Mr. Hunter confined his remarks largely to the local situation. He made a strong plea for acceptance of the cashiers' checks at full face value. He said that there would not be the slightest risk in accepting these checks, because they are redeemed by the banks within one or two days after their issuance. Mr. Hunter believed in the issuance of currency by state banks against Tennessee bonds, suggesting that the prohibitive tax of 10 per cent levied on state institutions by the government be withdrawn. He thought that if this course were pursued there would be enough money realized in Tennessee to entirely relieve conditions now prevailing throughout the state.

A detailed report showing the reduction of output incident to the closing down of mills in the hardwood territory was read. This was provided by Secretary Lewis Doster of the Hardwood Manufacturers' Association, and indicated that there was a reduction of about 2,500,000 feet per day, or about 66 per cent of the normal output. The returns of Mr. Doster also suggested that there would be further curtailment on the part of some of the mills if conditions did not soon show improvement. President Burgess was of the opinion that these figures should be given publicity in order that consumers might know to just what extent production was being curtailed and in order that they might

learn for their own satisfaction that there was no chance for an accumulation of hardwood lumber sufficient to bring about a depression in prices. He suggested that some of the offers he was receiving for lumber indicated that those who made them were certainly not in touch with conditions prevailing in the hardwood producing field.

A number of reports, which were to have been made at this meeting, owing to the time taken up by the addresses, were allowed to go over to another meeting.

Frank Lyons, special examiner for the Interstate Commerce Commission, spent some time here recently hearing testimony in the case of the J. W. Thompson Lumber Company et al. vs. the Illinois Central, Yazoo & Mississippi Valley and Missouri Pacific Iron Mountain systems. The testimony will be filed with the Interstate Commerce Commission and this body will base its verdict thereon. A number of prominent hardwood and cooperage interests joined with the J. W. Thompson Lumber Company in the complaint and suit was filed some time ago. The suit is based upon the raise of 2 cents per 100 pounds on hardwood lumber, with exception of gum, from 10 to 12 cents from Memphis to New Orleans in January, 1904.

Superintendent Price of the American Car and Foundry Company at Binghampton is authority for the statement that there is no truth in the report that the company is preparing to shut down. He states that there are plenty of orders in hand for the present and that there are enough orders on the books to keep the company running on full time until next spring. Employees of the company are accepting the cashiers' checks and this is greatly facilitating the settlement of payrolls.

President Kavanaugh of the Deep Water Ways Association has announced the appointment of the following Memphians as delegates to the National Rivers and Harbors Congress and as part of the committee to present to Congress the resolutions adopted at the Memphis meeting of that organization: S. M. Neely, J. S. Warren, W. S. Knight, W. H. Russe, Mayor James H. Malone, M. T. Brown, J. S. Rawlings and L. T. Kavanaugh. In this connection it may be said that the Lumbermen's Club has authorized President Burgess to appoint three members to attend the meeting of the National Rivers and Harbors Congress at Washington, D. C., December 4, 5 and 6. The club as an organization is a member of this association.

A. N. Thompson, vice president of the Belgrade Lumber Company, states that the mill of the company at Belzoni has been closed down but that work is progressing rapidly on the railroad the company is building from its mill site to its timber land. This will be about three and one-half miles long and will be completed within the next few weeks. The company is busy getting out timber and will have a good supply when it is ready for operation again.

The Three States Lumber Company is making repairs at several of its mills and will have these in splendid condition when ready to begin operation again. The company is loading out considerable quantities of lumber for shipment on old orders.

Moses Katz, vice president of the E. Sondheimer Company, has been spending some days at the local offices of the concern. Max Sondheimer, president of the company, is in Chicago, where he is looking after the interests of the firm.

J. W. Thompson, president of the J. W. Thompson Lumber Company, is inclined to take a rather optimistic view of the situation. He admits that business is rather quiet, but he sees no possibility of any accumulation of lumber, and says that business is far from dead.

Among the recent visitors to Memphis were: George Stoneman of the Stoneman-Zearing Lumber Company, De Valls Bluff, Ark.; Capt. J. J. White of the J. J. White Lumber Company, Me-



Cambridge, Miss., R. A. Long of the Long Bell Lumber Company, Kansas City. Several of these gentlemen were in Memphis in connection with the recent meeting of the redwood Pine Manufacturers' Association.

### New Orleans.

Curtailment of output is the question that is occupying the attention of the lumbermen here at the present time. Hardwood mills are not so seriously involved as are the yellow pine and cypress manufactories. A good many of the hardwood mills have been cutting pretty freely lately and several are said to have good stocks on hand. Some are succeeding in getting rid of these, but the car shortage and the comparatively light export demand is making it difficult. The export demand, however, is improving. Considerably more than half a million pieces of staves and other oak lumber were exported from New Orleans during the first two days of this week and some other lumber was also shipped. The heaviest demand now is on staves, and the handlers of this timber are kept pretty busy.

The creditors of the Camp & Hinton Lumber Company of New Orleans and Lumberton, Miss., have been satisfied that the company is solvent and have become parties to a scheme whereby the big concern will be enabled to borrow from St. Louis and Chicago friends of J. H. Hinton \$100,000 to tide over the present difficulty. C. W. Robinson of the C. W. Robinson Lumber Company, who was chairman of the committee appointed by the creditors to investigate the Camp & Hinton Company's affairs, stated that the company was solvent, with assets that would exceed its liabilities by a wide margin. This report has satisfied the creditors.

A new lumber company has just been organized at Lake Charles, in the Calcasieu district. It is the Lyons Lumber Company, which has been incorporated with a capital of \$50,000. The officers are: D. C. Powell, president; J. L. Lyons, Jr., vice president; M. P. Erwing, secretary-treasurer.

A deal involving the transfer of 5,200 acres of desirable hardwood timber land has just been closed at Franklin, La., the St. Landry Realty Company securing the property from a Chicago holder for \$42,000. This gives the St. Landry company 13,000 acres in one tract, which is estimated to contain in all 175,000,000 feet of fine hardwood timber.

### Minneapolis.

E. Payson Smith of the Payson Smith Lumber Company has gone for a short business trip to Milwaukee, Chicago and Indianapolis. Mr. Smith says that while there is a general slackening in demand prices remain firm and the situation promises to develop favorably later on.

G. W. Everts of the Forbes-Everts Lumber Company, the \$200,000 company recently organized to develop a tract of oak in the vicinity of Van Buren, Mo., has returned from a trip to that city. Plans have been made for the erection of a mill to begin cutting white oak this winter. Mr. Everts says they will not be carried out just at present, but as soon as the business situation clears up they will go ahead with the proposition, and it is expected to have the product of the mill on the market by next spring.

Reports received here by Secretary J. E. Rhodes of the Northwestern Hemlock Manufacturers' Association indicate that the cut of hemlock in Wisconsin this winter will be 35 to 40 per cent under that of last season, as nearly every firm reports heavy curtailment planned. This will inevitably reduce the output of hardwood to quite an extent, especially in birch.

The special committee of the Northwestern Hardwood Lumbermen's Association, appointed to work on the question of railroad weighing claims, is still at work and expects to have a conference early next month with F. E. Becker of the Western Railway Weighing Association

concerning the grievances of the hardwood shippers.

Building activity in the twin cities is holding up remarkably well in spite of the business situation. St. Paul made a wonderful gain in building permits in October. A total of \$1,013,322 was authorized, compared with \$571,204 in October last year. Minneapolis also showed a gain, the figure being \$927,115, compared with \$820,720 in the same month last year. In both cities the total for ten months of the present year is well ahead of last year, which was one of the largest known.

C. F. Osborne of Osborne & Clark has gone down to Erie, Ill., to look after business in connection with their retail yards in that vicinity.

### Charlotte, N. C.

It is reported here that the Eccleston Lumber Company of Wilmington, N. C., which made an assignment in New York on October 22, has been thrown into involuntary bankruptcy by the United States court of New York, and W. T. Dowd of that city has been named as receiver. The company's assets are said to be about \$5,000 and its liabilities about \$50,000. The local enterprise was a branch of the New York concern and consisted in a general lumber business and cross tie handling.

Fire on November 13 destroyed the sawmill, dry house and a quantity of lumber belonging to the Fayetteville Woodenware Company of Fayetteville, N. C., manufacturers of buckets, tubs, etc. Loss is said to be about \$7,000, covered by insurance. The plant will have to be closed down for a short time while the necessary repairs are made.

The Rockingham Lumber Company of Rockingham, N. C., has been incorporated with a capital stock of \$10,000, by W. L. Steele and others.

The firm of Carskaddon & Co. of Marion, S. C., has received a charter to conduct a lumber business with a capital stock of \$10,000. C. L. Goodwin is president of the company.

Fire recently destroyed a large quantity of lumber at the plant of the Dennis-Simmons Lumber Company at Elm City, N. C. The loss is estimated at \$10,000.

Sam Bowie of High Point has invented a paper column post, for which he has applied for patent rights. The posts are made of wrapped and compressed paper and veneered with oak or other wood. They are lighter, just as durable and will sell at about half the price of wood.

Joe C. Moore and T. J. Stone of Lenoir have recently purchased the warehouse of the United States Furniture Company, whose plant has been moved to Asheville and will in the near future install equipment for the manufacture of chairs.

At a largely attended meeting of the North Carolina Case Workers' Association, representing ninety-five per cent of the output of furniture in the state, held at Greensboro, November 14, it was decided to reduce the output of the factories by decreasing the time schedule from ten to eight hours per day. There will be no shutting down of plants, this plan of reducing hours having been decided on as the most satisfactory to all concerned.

On Nov. 17 fire broke out in the factory of the Climax Chair Company at Thomasville, and in a short time the plant was in ruins. Loss is estimated at \$16,000, with \$5,200 insurance. The plant was owned by Thomas and Will Harris, and the loss is felt heavily, as this is the second time this company has been burned out within six years. The plant will probably be rebuilt as soon as matters are adjusted.

The Wadesboro (N. C.) Furniture Company has bought about 100 acres of land on the Seaboard Air Line and is making preparations for its development. Contracts for machinery, building, etc., will be let soon.

The Windley Cross Tie Company of Wilmington, N. C., has been organized with a capital

of \$150,000. F. M. Simmons and others are the incorporators.

A dispatch from Wilmington, N. C., states that, because of a slump in prices of lumber and the general stagnation in business in the North, several large lumber mills in eastern Carolina are planning retrenchment. It is rumored that in order to cut down operating expenses several mill owners will cut the rate of wages to operatives after this week. The Angola lumber mill at Wilmington, one of the largest in that section, has closed down all its plant except the planing mill and cut off most of its employees. However, this company is doing considerable business in shipping goods in stock by water.

### Knoxville.

Notwithstanding the fact that the New York and eastern banks have all their currency locked up and will let none come to the southern country it is surprisingly prosperous. While lumber is a little off, conditions are not regarded as serious.

Edward Naphet, formerly of the Logan & Naphet Lumber Company, and now in business for himself, has returned from an extensive trip in the mountains of North Carolina, where he looked over some timber lands. Mr. Naphet said that while the market was a little off owing to the flurry in Wall street he did not think it would affect local conditions to any extent.

Robert Vestal, president of the Vestal Lumber & Manufacturing Company, which is one of the largest concerns in this city, does not look for any fall in the lumber market. While oak is a little off and one or two mills have shut down. Mr. Vestal thinks the flurry will be over in a few weeks. All the company's mills are working full time.

Joe M. Logan of Murphy-Logan Lumber Company states that the local market is shy of oak and poplar and that they are having calls for all they can supply. Owing to the financial flurry in the East there has been a slight decline in prices, but he does not think that it will last long and predicts that the hardwood trade will resume its normal condition in a few weeks. Mr. Logan was formerly with the Logan & Naphet Lumber Company, which dissolved, and Mr. Logan purchased an interest in the Murphy Lumber Company of this city and Mr. Naphet continued the business on his own account. The title of the Murphy Lumber Company was changed to the Murphy-Logan Lumber Company, their mill in this city enlarged and their business extended until the concern now enjoys one of the largest trades in the city.

For the first time in the history of the city California redwood has been used for water pipes. The Knoxville Water Company is now placing a twenty-four inch main from the pump station on the Tennessee river to the reservoir half a mile from the pump station. This makes three supply pipes from the station to the reservoir, the other two being cast iron. Redwood is said to be more durable than cast iron and will last longer. Only a few joints of iron pipe can be shipped on a car while 24,000 feet of redwood can be shipped, the item of transportation making the wood cheaper than cast iron.

### Ashland, Ky.

C. W. Campbell and O. D. Lonery of Huntington have purchased all the marketable timber on a 1,400-acre tract belonging to Alex. Stafford, in the Guyan section of Mingo county. The timber will be cut and marketed at once.

A large raft of timber belonging to the Nigh Lumber Company of Ironton, O., was cut loose from its moorings near that city and floated some distance down the river before caught by a boat that was sent in pursuit. There were 500 logs in the raft, and the company offered



a reward of \$100 for information leading to the conviction of the guilty parties.

Marion McPeak, an employee of the Nigh Lumber Company, was recently acquitted of the murder of Violet Fannin, whom he caught stealing chain dogs and lines from the company's rafts at North Catlettsburg several months ago. The law started to run when detected and was shot down by McPeak.

A number of valuable rafts came out of Guyan on the recent rise, several of which were made up of walnut timber from Wyoming county and contain some very valuable wood.

The Greenbrier Pole Company, with main yard at Cynthiana, W. Va., is doing a big business and thousands of poles are sent out monthly to all sections of the country. They have fully 50,000 poles on hand now and a large force of men in the mountains getting them out.

R. J. McLean, special commissioner for the estate of J. T. Day, recently sold all of the timber on a tract of 1,141 acres in Morgan county, Kentucky, to John A. Graham & Co. of Lexington, reserving the locust. The price was \$31,000. Ten years ago Mr. Day paid \$5,400 for the land and later sold \$1,000 worth of poplar from it. The Graham company manufactures woodwork for wagons and small parts for chair factories.

It is reported that Fairchild & Son of this city have secured control of the electric light plant at Grayson and will run in connection with it a saw and planing mill.

The plant of the Kenova Saw Mill Company is temporarily closed down for repairs on the engine. It will start up in a few days with plenty of work ahead.

W. E. Tripp, the South Webster crosstie dealer, who makes his headquarters and distributing point at Portsmouth, O., has just closed the largest contract he has had since engaging in the business, being to supply the Baltimore & Ohio South Western railroad with 400,000 ordinary ties and 700,000 switch ties, the latter being of superior quality. He expects this contract alone will keep him busy for a year.

Joseph Keys of the Keys-Fannin Lumber Company was a recent business visitor from Holden, W. Va.

Leon Isaacson, the New York representative of the Yellow Poplar Lumber Company, has been here for a few days on business.

### Wausau.

A case will be tried soon in Ashland county wherein the sum of \$15,000 hinges on one word. John Roberts of Washburn has sued the John D. Young Lumber Company for that amount. He bought a tract of land subject to a timber deed held by the lumber company. The record shows the company had the right to cut all the pine timber, but the company cut the hardwood as well as the pine. The defense is that the word "pine" was written in by mistake by the register.

The Paine Lumber Company of Oshkosh is enlarging the capacity of its veneer mill. The company is adding several vats to the battery of eight at present in use.

The Goodman Lumber Company, recently organized in Marinette with a capital stock of \$500,000, will build a hardwood mill and railroad, and start a new town on the "Soo" line between Dunbar and Armstrong creek. Surveyors are running lines for the town and railroad. The company has made a large purchase of hardwood timber and is preparing to invest \$500,000 and move as soon as plans can be completed. Employment will be given to several hundred men. The financial flurry has not in the least disturbed the plans of this company. The Goodman Lumber Company is controlled chiefly by parties having large interests in the Sawyer-Goodman Company of Marinette, which was founded by Senator Philletus Sawyer about thirty years ago and is one of the largest and strongest lumber firms in Wisconsin, but the new company is a completely separate corporation and will be

fully organized for independent operation, with the latest and best machinery and equipment for the manufacture of hardwood lumber and other products.

The Harrington Package Company of Crandon, lately organized, has elected officers as follows: President, J. R. Harrington, Crandon; vice-president, Riley Allen, Wellsville, N. Y.; secretary, W. G. Noble, Belmont, N. Y.; treasurer, J. R. Droney, Olean, N. Y. The directors are composed of the above and Almon Smith of Crandon. The company is buying large quantities of hardwood timber and expect to commence business soon. Can jackets, butter dishes and kindred products will be manufactured.

About 4,000,000 feet of mixed hardwood and hemlock logs being cut near Hatley will be hauled by rail to Merrill and sawed in the mill of the Wright Lumber Company.

A dry kiln of the I. Stephenson Lumber Company at Wells, Mich., was recently destroyed. The destruction of the kiln will necessitate shutting down the company's flooring plant for six weeks. The fire is supposed to have originated from overheating. The loss on building, hardwood lumber, etc., is fully covered by insurance.

A new firm which is making a bid for some of the hardwood flooring business of central Wisconsin is the F. E. Worden Lumber Company of Oshkosh, capitalized at \$25,000. The incorporators are Frank E. Worden, Colonel Seymour W. Hollister and Frank Hopper, all of Oshkosh.

It is hard to judge lumbering and market conditions in Wisconsin at present, there are so

many conflicting reports, but things are generally quiet. In the Oshkosh district it appears that all factories and mills are kept fairly busy, but the business is not as brisk as it was a year ago. The financial scare appears to have put a quietus on building operations and consequently there is a dropping off in the sale of hardwood finishings, columns, mouldings, etc. Most of the companies are preparing to make their usual cut of logs this winter.

The Diamond Lumber Company's plant at Green Bay has been closed down because of the financial stringency. The owners say there is no sale for products and that they have been hard pressed for several weeks. The company will operate only one camp this winter. The Northwestern Lumber Company has closed its mills in Stanley and Eau Claire and several hundred men will be dropped from the payroll. The Chippewa Lumber and Boom Company does not contemplate reducing its number of camps. In the Wausau district all the hardwood manufacturing are running on a reduced number of orders. The W. D. Connor Lumber Company of Stratford is reported to have cut wages and some institutions are operating eight hours per day instead of ten. Sales in this section are not as brisk as they were a few weeks ago. The Wisconsin Box and Lumber Company, Wausau, which only recently put a new plant in operation, has closed down because of the cancellation of orders. The country mills which cut most of the hardwood logged by farmers will, from the present outlook, be as active this winter as ever.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

In spite of the stringent conditions that have existed during the last two weeks in monetary affairs, considerable lumber has been changing hands in this market. Orders have been small and far between, but still there has not been a cessation of business by any means. Of course trade has been unsatisfactory. There has been no great cancellation of unfilled orders, but every jobber has received instructions to hold up shipments for either a definite period or temporarily. There has been little or no price cutting in an attempt to force sales, which is a very fortunate circumstance. With the renaissance of general banking facilities there is a very optimistic tone to the market; it is thought that the financial flurry is practically over and that business will resume fairly good shape within a very few weeks.

### New York.

There is not much activity in the local hardwood trade. Business lacks snap and vigor, due primarily to the tendency of the trade to go slow in purchasing until the present financial situation rights itself. The recent announcement of government relief, it is believed, will enable trade to resume a more normal tone within the near future, as general conditions are such as should provide a good volume of lumber trade during the winter. The factory trade and other branches of the consuming market are busy and consumption in that direction is about normal, but the building business is being interfered with by reason of the loan market, and will take some time to readjust itself. A gratifying feature of the present situation is the firmness with which the market and prices are being maintained by the wholesale trade. Of course, the reduction in output at mill points by reason of the financial stringency makes wholesalers and holders of any hardwood stock realize that it is a big mistake to sacrifice anything or to push the market, and from this standpoint there is every indication that hardwood prices and the hardwood market will be held very stiff even during the readjustment of financial conditions.

### Philadelphia.

Things are not as satisfactory as could be wished at the present time, but the hardwood line is the least involved, owing to scarcity of material and the fact that the woodworking industries have been steady consumers right along. Buying is carried on "from hand to mouth" and there is a lack of spice in trading. The car shortage is serious and the heavy weather is fast approaching, which will be an important factor in governing hardwood values, which, it may be stated, with few exceptions, have up to this time held fairly steady. The financial situation has upset the market, and though confidence is gradually being restored, it will naturally take time to revert to normal conditions.

Small jobs in building and repair work still go on to a considerable extent, and the unfinished work in more extensive propositions of this kind is rapidly being disposed of, but the large operations recently planned, and which depend on mortgage or ground-rent loans, will not be taken up until the spring. The furniture factories are still consuming considerable lumber, but retail lines are dull. Door and millwork concerns and flooring and indoor finish makers are busy on odds and ends. The boxmaker is keeping fairly busy. Veneer and cigar-box manufacturers are busy though not rushed. Poplar seems to be king of hardwoods and ash and basswood are close seconds. Chestnut is a little shaky in price; quartered oak moves freely; beech and cherry hold steady, but oak is being sold considerably below normal value.

### Baltimore.

The hardwood trade here has settled down to comparative quiet, though no pronounced weakness has developed in any direction. It is asserted that stocks at the mills are only of moderate proportions. The demand is really quite satisfactory in view of conditions. The yards are buying only to meet immediate wants. These wants are in the main of encouraging proportions, but prices are as a rule relatively easy. No pronounced drop has taken place, however, and so far there are no indications



that a good decline will be experienced with the loss of the financial stringency would make it difficult to make collections, but comparatively little difficulty has been encountered, and obligations are being met as usual and promptly. The export trade is more or less affected by the large stocks sent over earlier in the year and by the existing difficulties concerning merchandise.

#### Pittsburg.

In a hard Pittsburg hardwood items are sawing wood and keeping their mouths shut. By the former they are enabled to get a fair amount of business and by the latter they help to allay the damaging gossip of the idiomonger who is doing more than anyone else at present to hurt business and finance. The wholesalers have abundant faith in the outcome of the present depression and do not believe that it will last longer than the first of the year. Those concerns which are keeping their men on the road and are trying every other way to get business are getting it, although, unfortunately, it is not all ready cash trade. Collections are slow and payrolls hard to meet. Very few mills controlled by Pittsburg interests have so far shut down, and most of these have been yellow pine and hemlock operations. The hardwood plants, especially the small mills throughout West Virginia, Pennsylvania and Ohio, are running full and many of them have enough orders to keep them going until February 1.

Prices remain steady. There are no cuts of consequence reported such as harass the wholesalers in the pine and hemlock business. The inquiries for hardwood indicate that many firms are in a decided hurry for their lumber, and this encourages the belief that in many sources daylight is already beginning to break through the financial clouds.

#### Buffalo.

The financial situation is the only difficulty of the hardwood dealer, who is speculating over the turn of the money market more than he is over the question of supply and demand, for when that is right side up again, there will be an awakening of trade all along the line. Mill owners are not trying to force the market and bring out a lot of stock, which is a wise policy.

A number of hardwood mills in the South have shut down because they could not get money.

The mills owned or controlled by Buffalo dealers are running; they had logs and money and they will run moderately at present and see how the situation shapes. If the financial trouble rights itself at once, as it seems likely to, they will have a stock on hand to put on the market at full prices.

#### Bay City and Saginaw.

Business conditions are believed to be better in this vicinity than in many other locations. The temporary financial flurry has not driven a single concern into embarrassment, the banks have taken fairly good care of the payrolls and not many checks are made to do the duty of currency. The woodworking industries have all had business enough to keep the wheels turning.

The trouble, however, is just now affecting future business. The demand for lumber has declined and manufacturers and dealers are waiting for a turn of affairs. Very little trading is going on just now and lumbermen are taking care of back orders. There is nothing to say as to prices or the condition of the market, for the reason that no buying of consequence is being done. All predict an early resumption of prosperous trade, at a little lower level perhaps, but confidence is strong that things will be satisfactory before long.

#### Columbus.

Trade in hardwoods in Columbus and vicinity shows but little change from a fortnight back.

There is a noticeable tendency toward more liberal buying, however, which will undoubtedly increase rapidly as the financial situation clears up. Hardwood dealers report better orders and fewer cancellations than several days ago. Prices are firm on the whole and better conditions are looked for in the near future.

The firmest item in the hardwood market is poplar, which sells readily at well maintained prices. Oak is stronger, especially quartered. Cypress is firm and little change is noticed in the other lines.

As the winter approaches the car shortage becomes worse. Shipments have been delayed to a large extent, although some sections are better supplied with cars than a few weeks ago. The southern roads generally are in bad shape and little hope for improvement in the future is held out by the railroad agents.

#### Boston.

The market for hardwood lumber is in peculiar condition. Stocks in consumers' hands are small and owing to the present money stringency buyers are holding their purchasers down to just as small lots as possible; in fact, several manufacturing consumers have notified their buyers to stay out of the market unless absolutely obliged to buy. This falling off in demand has not affected prices to any extent. Salesmen for leading hardwood houses who have come in from the road within ten days state that they found business very unsatisfactory. One large consumer who has been working his plant day and night has now shut down to day work only and is getting out only such orders as he feels absolutely obliged to. This consumer has large orders on hand but finds it difficult to get money to carry on his business. His collections are small and banks are not anxious to renew loans. The tendency of the banks in this section is toward getting their customers to reduce their loans rather than increase them.

Offerings of plain oak are large. All manufacturers of oak lumber have been getting out plain oak rather than quartered, and the result is that offerings of the latter are small. White ash is in a little better offering and prices are not as stiff as a few weeks ago. Brown ash is firmly held and offerings are small. There is a fair call for basswood, but dealers are finding it difficult to obtain supplies. Maple flooring is in moderate call, and it is reported on good authority that prices are being cut in some quarters.

#### Bristol, Va.-Tenn.

The lumber business in Bristol and this section is holding up surprisingly well. Local concerns are receiving orders, and, while the business is probably not all that might be desired, it is far from unfavorable.

The car supply is somewhat better and this is contributed to ameliorate conditions considerably.

Nearly all the mills in this section are in operation, though one or two of the larger ones may take advantage of the present slight dullness to close down a few days this month for repairs. The yards are fairly well stocked, though there is a scarcity of some kinds of lumber, particularly poplar, which has had a heavy call for the past few months. Prices on oak are slightly better and the demand is stiffening.

#### Cincinnati.

The demand for hardwoods during the last two weeks has been limited. The money stringency has curtailed the demand a great deal, and large orders are very scarce. The quota of stock on hand is larger than one month ago, for the reason that the receipts of lumber have been greater than the shipments. Poplar and oak have not received a cut in prices, but such items as hickory, mahogany, cottonwood, chestnut and gum have experienced a slight depreciation. Walnut has fallen off in demand, but dealers here will not make concessions in prices. The mills here are not turning out as much lumber

as they did a month ago, and shorter hours are evident at all of them. There is no change expected in the situation until after the first of the year, when it is hoped that the monetary situation will be settled, and then the demand will gradually pick up. Several local dealers have received notices to cancel orders for future shipment, as the consumers are unable to get the necessary cash to pay for the goods.

#### St. Louis.

There has been little change in the market conditions during the past two weeks. Business is very dull. Little buying is being done by retailers—only enough to satisfy pressing demands. A number of orders placed previous to the financial stringency have been cancelled. Manufacturers are fairly well stocked with hardwood, but with increased trade these stocks will soon be taken up.

Thick oak in high grades is in good demand at excellent prices, but there is no call for inch stock. There is a market for 1½ and 2-inch cypress selects, but in some cases concessions of from \$2 to \$3 have been made. Inch cypress is not wanted. High-grade ash of 2, 2½, 3 and 4-inch thickness is a good seller. There is no market for gum. Cottonwood receipts are light, but there is no demand for it.

#### Memphis.

Demand for hardwood lumber is rather quiet, but the trade is disposed to be more optimistic as a result of the government taking measures to relieve the financial situation. There are few new orders coming in and a few cancellations are reported. There is no material change in prices and the trade here does not look for any. Export business is of small proportions, though there have been some fair shipments lately of red gum and other hardwood lumber.

Cottonwood holds a healthy position and some of the larger manufacturers here express the conviction that there will be no decline in prices. There is not much ash for sale, but the market for this shows very little snap. Prices, however, are well maintained. There is a fair demand for oak in all grades and descriptions. Poplar is firm as to prices and offerings are light. There is not a great demand at present but holders of this wood believe they will be able to get their prices and are not disposed to place it on the market at anything except full value. There is only a moderate amount of cypress for sale here, but there appears to be no particular pressure on the part of holders to dispose of their stock. Gum is perhaps the weakest item on the entire list, but it is expected that the shutting down of so many of the smaller mills which produce a large proportion of gum will have the effect of preventing a further decline in this lumber.

#### Minneapolis.

The general halt in business occasioned by the financial situation has had its effect on trade in the Northwest. Retail yards are not buying, but are reducing their stocks to a low point and turning them into cash, being unwilling to incur further obligations now, and satisfied that they can buy to just as good advantage later on. The same may be said of the factory trade, which is taking a car occasionally as it is actually needed, but is doing nothing to provide for future wants. At the same time there is every indication that the usual amount of hardwood will be consumed in this section during the winter. The factories are in good shape

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as regards orders, are not laying off any men, and are using material about as usual at this season of the year. It is evident that a turn of the financial situation will bring some lively buying. Dealers are taking a conservative stand, and while they are also reducing stocks and not trying to branch out any, they feel that their lumber is worth just as much as it ever was. It is hard to find a weak spot in the market anywhere. With other northern stocks at such a low point, birch is regarded as desirable stuff, and its uses are extending all the time. Southern oak is offered rather freely, but without any material concessions in price.

The northern hardwood output is sure to be much decreased, according to general reports, along with the general curtailment of lumber operations. This helps give things a firm tone. Along with the curtailment program comes a surplus of labor, a condition that has not been known for a long time, and wages in the woods are already reported as 25 per cent less than last season, with a further decrease possible.

#### Charlotte, N. C.

The financial stringency of the past two weeks has affected the lumber industry in North Carolina to a considerable extent. Mills at Newbern, Kinston, Goldsboro and other places have been closed down temporarily or have reduced their forces. It is reported that prices have dropped considerably and manufacturers are experiencing difficulty in making collections; altogether trade in this section is quite unsatisfactory. So far the car shortage has not become serious, though from several points, notably Hertford and vicinity, stories of a real car famine are reported.

The local market, while not bearing the vigorous tone of a few weeks ago, is better than in some sections of this state, and is about as good as could be expected under existing conditions. Certain grades of hardwoods continue to bring fancy prices, but as a usual thing values have fallen off recently. Lumbermen here are optimistic, however, and believe that after the first of the year things will speedily take a turn for the better.

#### Liverpool.

Business in all lines is experiencing a period of quiet on this side and the lumber trade is not an exception. Financial troubles in the United States have had their effect here and have tended to make buyers very conservative. Importers are chary of doing business, and even on small lots on which concessions in price are made hesitate to pledge themselves. Business on the continent is in much the same condition, and although some very good specifications are offered at surprisingly low figures, little buying is actually taking place.

Alfred Dobell & Co. of Liverpool in their market report for November 1 state that stocks have been slightly reduced and imports have been on a more limited scale during the past month. Merchants are slow to contract for anything beyond immediate requirements, owing to the critical condition of the money market. Wholesale prices on one or two leading items show a slight advance. In oak arrivals of round southern wood have been moderate, and prices are firm. Baltimore waney logs of prime quality are in demand, and find ready sale. Wagon planks continue to arrive freely and principally on contracts. The parcels arriving on the open market consist chiefly of short lengths, which are much overstocked, and prices are consequently lower. The market continues firm for shipments of first quality, containing a good percentage of 15 to 16 foot lengths in 5x12 inches. Coffin planks of prime quality and good specification are in strong demand and realize full values. In walnut logs the import has consisted almost entirely of inferior quality, and prices for that description are much easier. Prime quality of fair average size is scarce and

demand, and the arrivals are going into consumption. Satin walnut boards meet an active inquiry for medium quality, but it is difficult to induce buyers to contract for prime stock. Whitewood logs of prime quality are in demand and command good prices. There is a good demand for prime quality planks and boards, but buyers do not respond to the high prices asked by shippers. Medium grades are easier. Bay poplar is in poor request. The ash and hickory import has been light. The shipping season is just beginning, and early shipments of good size and quality will sell well.

In general trade has improved slightly during the last fortnight, but prices remain about on the same level as when last reported. Hickory is still the one outstanding feature of this market, and there is talk of extremely high prices in the course of the next few weeks on a parcel which will arrive here about the beginning of December. Shippers should lose no time in sending every available log to this point. The wisdom of this report will be immediately seen when the shipper knows the price his wood will realize. The key of the situation is early shipment, and shippers should use every effort to get their wood here before February has turned. Large maple logs, twenty-two inches and up, will shortly be wanted at this port, and good prices should be obtained for good average-sized wood, but it is absolutely useless to send anything of the inferior and small type, with which the market is now flooded. Poplar and oak lumber are much as before and mahogany leaves little to report.

#### London.

The recent heavy arrivals, and the falling off in prices have had a bad effect on lumber sales, buyers for the most part are full up with stocks which could be purchased at a much lower price at the present time, and then, generally speaking, it must be admitted that the various branches of the cabinetmaking industry are not in a flourishing condition. Most accumulated stocks are of the "off grade" variety, the better class grades of such woods as oak, walnut and whitewood still being scarce.

There is a fair demand for prime walnut boards and planks, but the stocks of lower grades are sufficient for the demand. Satin-walnut is one of the woods which is the first to be affected by any falling off in the cabinet-making trade, and as the supplies have been heavy arrivals are being stored in docks, being difficult to sell.

There has been a falling off in consumption of oak and stocks are heavy. Shipments should certainly be curtailed.

Whitewood cull grades are plentiful, but are selling freely. Prime boards and planks are scarce but in good demand at top prices, and No. 1 common boards, dressed stock, are selling at high prices.

Under date of November 4 Churchill & Sims Wood Circular states that October was a very quiet month for the London lumber trade, and the figures for the month's business show a considerable falling off over the showing for October of last year. The prevailing stringency of the money markets consequent on the financial troubles in the United States is given as one of the chief causes for existent conditions. Prospects for brisk trade in the British Isles during the winter months are said to be somewhat obscured at this time, and the reduction of London dock stocks and a light importation for the remainder of the season are necessary for the stability of the market.

No item of the list enjoys a brisk demand at this time and things are generally pretty quiet. The market is extremely sensitive. A small quantity of a certain wood of a specially desirable grade and size might bring a good price, but if sent in any bulk prices at once take a tumble.



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Slimmer, F. & Co.	11
Smith, A. B., Lumber Co.	6
Smith, Gouverneur E.	7
Smith, R. M., & Co.	6
Southern Hardwood Lumber Co.	55
Standard Hardwood Lumber Co.	67
Stearns Company, The	64
Steele & Hibbard	11
Stevens & Jarvis Lumber Co.	59
Stewart, I. N. & Bro.	67
Stewart, W. H. & G. S.	64
Stimson, J. V.	66
Stone, T. B., Lumber Company	65
Sullivan, T. & Co.	67
Swann-Day Lumber Company	6
Thompson, J. W., Lumber Co.	55
Three States Lumber Company	68
Turner, A. M., Lumber Company	56
U. S. Timber Co.	65
Vetter, Frank W.	67
Walnut Lumber Company, The	66
Whitmer, Wm., & Sons, Inc.	9
Wiborg & Hanna Company	65
Wiley, C. L.	1
Willson Bros. Lumber Company	56
Wood Mosaic Fl'g. & Lbr. Co.	8
Wood, R. E., Lumber Company	6
Wylie, A. W.	61
Yeager, Orson E.	67
Young & Cutsinger	66

## MAJOR S. C. Lumber Co.

Maley, Thompson & Moffett Co.	64
Massengale Lumber Company	11
Matthews, E. D. Lumber Co.	61
H. H. Maus, & Co., Inc.	7
McCauley-Saunders Lumber Co.	61
McIlvain, J. Gibson & Co.	7
McLaughlin-Hoffman Company	54
McLean, Hugh, Lumber Company	67
Mead & Speer Co.	57
Mengel, C. C. & Bro. Co.	67
Miller, Anthony	67
Montgomery Hardwood Lumber Co.	60
Moorehead, J. C. Lumber Co.	57
Mosby, Denison & Co.	12
Neal-Dolph Lumber Company	10
Nicola Lumber Company, The	56
Paducah Box & Basket Co.	10
Paepcke-Leicht Lumber Company	9
Perry, W. H., Lumber Co.	64
Phila. Veneer & Lumber Company	10
Powell Lumber Company	54
Pratt, Worthington Co.	64
Price, E. E.	65
Radina, L. W. & Co.	60
Ransom, J. B. & Co.	6
Ritter, W. M., Lumber Company	5
Robertson-Fooshe Lumber Co.	55
Roy Lumber Co.	10
Ryan & McParland	60
Ryan-Lusk Lumber Co.	55
Scatcherd & Son	67
Schofield Bros.	10
Sicklesteel Lumber Co.	60
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McIlvain, J. Gibson & Co.	7



# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYEES WANTED.

### MILL FOREMAN

For hardwood mill. Must be familiar with sawing oak and hickory. State references, experience and salary.

EL DORADO HARDWOOD & MFG. CO.,  
El Dorado, Ark.

### SALESMAN WANTED

A cracker jack hardwood salesman with an established good-will through Ohio, Indiana and Michigan. Address  
THE AULT & JACKSON CO., Cincinnati, Ohio.

### A1 VENEER SAWYER

Wanted. No other need apply. Write to "KENTUCKY," care HARDWOOD RECORD.

### WANTED STENOGRAPHER

Ambitious and experienced young man in lumber office who is capable of assisting sales manager with correspondence—quoting prices, etc. State age, reference and salary in strict confidence. Address  
"LUMBER JOBBERS," care HARDWOOD RECORD.

### FOREMAN WANTED

For hardwood flooring plant. One who understands setting up flooring machines and handling men. Address  
"BOX 23," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### WANTED GENERAL MANAGEMENT

Of reliable sawmill operation, manufacturing 50,000 to 75,000 feet per day. Hardwoods or pine—North or South. Thoroughly practical experience in all departments. Good systematizer. Extensive and valuable acquaintance with requirements Central and Eastern states. Highest references. Address  
"BOX 711," care HARDWOOD RECORD.

### EXPERIENCED HARDWOOD MANUFACTURER

Salesman and Office Man is open for engagement of responsibility. Address "McC," care HARDWOOD RECORD.

Position with large concern as buyer or salesman. Competent to take entire charge of office. At present manager for one of the largest concerns in the country. Thoroughly acquainted with the entire eastern territory. Address "F. 6," care HARDWOOD RECORD.

## LUMBER WANTED

### ROCK ELM WANTED

For shipment during February, March and April next, 300,000 feet 2 1/2", 3", 6" and up wide, 10 1/2' long. Will inspect and pay cash at shipping point.

THE BRADLEY CO., Hamilton, Ont., Can.

### SMALL DIMENSION HICKORY

Wanted. Good tough wood, 1"x1"—48", straight grain from end to end and free from all defects.  
CANN & TAYLOR,  
Asbury Park, N. J.

### WANTED FOR PROMPT SHIPMENT.

750,000 feet 1" sound wormy Chestnut. Name price and time of delivery.  
WILLSON BROS. LUMBER CO.,  
Hardwood Department,  
Farmers' Bank Bldg., Pittsburg, Pa.

### WANTED IMMEDIATELY

500 or more No. 1 and No. 2 White Oak Ties. Terms cash.  
THE BRADLEY COMPANY, Hamilton, Ont.

### WANTED, FOR SPOT CASH

And immediate shipment, 250,000 feet 3/4" to 6 1/4" Quartered Oak; Common & Better preferred; shipping dry.  
THE FREIBERG LUMBER CO., Cincinnati, O.

### WANTED.

4/4" and 6/4" Sound Wormy Chestnut, Louisville delivery.

4/4" Log Run Buckeye, mill culls out, Allegheny delivery.

Address LUMBER DEPARTMENT,  
NATIONAL CASKET CO.,  
Hoboken, N. J.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago.

### OAK WANTED.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL LUMBER CO.,  
1213 Monadnock Bldg., Chicago, Ill.

## TIMBER LANDS FOR SALE

### FOR SALE.

11,000 acres of virgin Hardwood Timber land. White Oak, finest quality, predominating. This is the best stave and heading proposition on the market. Other bargains. Write for detailed information.  
THE INVESTMENT CO. OF FORT SMITH,  
Fort Smith, Ark.

### SOUTHERN TIMBER LANDS FOR SALE

Have some exceptionally attractive propositions in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,  
1124 Missouri Trust Bldg., St. Louis, Mo.

### SOUTHERN TIMBER LANDS

We can sell you large or small tracts of Southern timber land. Write us for list and some very low prices.

LANDERS & COMPANY,  
487 Broadway, New York.

### SOUTHERN HARDWOOD TIMBER LANDS

For Sale. Will contract with reliable mill-man for manufacturing lumber, or will sell stumpage from lands.

THE BAYOU LAND & LUMBER CO.,  
70 & 71 Mitchell Bldg., Cincinnati, Ohio.

### ALBERT FRIEDSAM

Buys and sells timber lands. West Virginia stumpage a specialty. Some bargains in oak, chestnut, hemlock, etc. Can furnish large or small tracts. Correspondence invited with those who wish to buy or sell. Address  
619 Park Building, Pittsburg, Pa.

Long distance Bell phone 644 Grant.

## LUMBER FOR SALE.

### WANTED TO SELL

25,000,000 feet excellent hardwood logs delivered on mill yard at R. R. station for \$7 per M ft. payable monthly after delivery. Conditioned on sufficient advance to equip a steam logging outfit to deliver about 30 M ft. daily. Freight 6 cents 100 lb. on lumber to Atlantic port. From where export rates to Europe same as from Norfolk. Security given and required. Address W. C. SMITH, Bennettsville, S. C.

### OAK FOR SALE

30,000 feet bending oak, cut 2", 2 1/2", 2 3/4" and 3".  
SHILLING & SON, Tiro, Ohio.

### FOR SALE.

One car 1 1/2" and 2x2 Oak Squares, 10 to 30" long.  
One car 2x2 Gum Squares, 26 to 30" long.  
One car 1x1 1/2" and 1x2" Gum, 26 to 34" long.  
One car 1 1/2" and 2" Elm, Com. and Better, 10 to 16' long.  
200,000 ft. 1" Gum, good widths, log run or grade.  
Wagon and implement stock cut on orders.  
JOE McCRAKEN & SON, Success, Ark.

### MAGNOLIA AND RED GUM.

Wanted to cut to order one million feet or more unusually choice Magnolia trees, also Red Gum; winter cut logs. Daily capacity, 20,000 ft. Address

SOUTHERN SAW MILL CO., LTD.,  
New Orleans, La.

### FOR SALE.

Kiln dried, blind bored and end matched Oak flooring. We have an accumulation of 2 1/2" face select and factory Oak Flooring that we will make a special price on to move promptly. We can also ship mixed cars containing flooring, poplar bevel siding, white pine and yellow pine, rough or dressed.  
SHIPPEN BROS. LUMBER CO., Ellijay, Ga.

### CHESTNUT FOR SALE.

All grades. "The early bird catches the worm." Address  
T. C. BAKER,  
1838 Calvert St., Washington, D. C.

### SWEET GUM FOR SALE.

100,000 ft. 4/4 pin worm sweet gum. Address THE CYPRESS LUMBER COMPANY,  
Apalachicola, Fla.

### HICKORY DIMENSION.

For sale. 1 1/2"x2", 15", 17", 19" and 25" long. Dry.  
J. L. McLAUGHLIN & SONS, Bedford, Pa.

## BUSINESS OPPORTUNITIES

### WANTED—A RESPONSIBLE SAW MILL MAN.

With good mill (band mill preferred) and logging outfit, to take full charge of logging and sawing merchantable timber on 20,000 acres, estimated at 100,000,000 feet, and get out, say, 3,000,000 hardwood ties. Must have capital to erect and operate his mill, do logging and meet his pay rolls until first month's cutting is on sticks or at railroad. Payments monthly for lumber sawn and ties delivered to railroad (on property) under direction owner's local superintendent.  
RALPH H. WAGGONER,  
309 Broadway, New York City.

### SAWMILL AND TIMBER

20,000 circular mill, houses, barn, team; on 129 acres; hemlock, hardwood timber; located on a lake; one mile from mill to branch railroad. Plenty of surrounding timber. Write for particulars at once. J. S. CHANDLER,  
Grand View, Bayfield Co., Wis.

### WE ARE OFFERING FOR SALE

The best located Ash Handle Factory in the United States. Timber supplied by river and rail. New plant; first class throughout. Present capacity 150 dozen "D" handles and 10,000 long handles per day. Address  
FERGUSON & WHEELER, Poplar Bluff, Mo.

<ditional Wanted and For Sale on page 41



# Will You Try a Fox Typewriter



W. R. FOX  
President Fox Typewriter Co.

## At My Expense I invented the Fox Typewriter and manufacture it today. I know just how good it is.

I know that it is a better typewriter than any other typewriter ever built.

I know other typewriters of all kinds and I know that the Fox has every improvement and every feature that any of them has—and more. I want to place a Fox in your office at my expense and have you compare it part for part, feature for feature with any other typewriter.

I will let the typewriter speak for itself. All I say about it and claim for it will be demonstrated by the machine itself more convincingly than I could tell it.

Then I want to leave the decision to you. If you want it then I will either sell you one direct on favorable terms, or my nearest representative or dealer will do it for me. If you already have a machine we will take that in part payment.

All you have to do is to fill out the coupon below and mail it to me today.

### The Test or Trial Will Not Cost You a Penny.

This is the way I sell typewriters; it is a good, fair, honest way. It has not a weak link in the chain of fairness.

I do not belong to any trust and nobody dictates the price I shall sell at or how I shall sell.

That's my business.

I sell my machine strictly on its merits, not for what it used to be but for what it is today.

It is no joke to successfully sell typewriters in competition with a big trust. My machine has to be better than others (not simply as good) to stand a chance in competition. It is better.

If the machine is not as good as I say it is it would have been impossible for me to build up the enormous business I have, because today I am selling thousands of Fox Typewriters—in every civilized country in the world.

All the writing on the Fox is always in sight and directly in the line of vision, the writing line is indicated and the printing point is pointed out so that the Fox is just what I claim a perfect visible typewriter.

The typebar and hanger are the heart of a typewriter, that means they are the most vital part, a weak typebar means a weak typewriter. Show me a typebar-bearing that is narrow and has no wearing surface and it tells me that under hard wear such a typewriter will not retain its alignment and sooner or later get out of order.

On the Fox the bearing is wide and the bar heavy and will stand years and years of hard work.

Then again with the Fox, one machine is equipped to do all kinds of work—letter writing—invoicing—billing—tabulating figures—stencil cutting and heavy manifolding, anything any typewriter can do the Fox will do—and more.

You can buy one machine and two carriages of different lengths and change them at will.

You can lift the platen or writing cylinder right out and put in another in a second. You can write in two colors and you do not have to touch your ribbon from the time you put it on the machine till it is worn out.

You can do all these things and many more and do them better than you can with any other typewriter.

And remember this is the machine I want to place in your office for trial and examination at my expense. It doesn't cost you a penny to try it.

### Will You Do This?

Let me appeal to you as a fair minded business man to at least be friendly enough to give me a chance to show you what I have. I am sure you would want me to give you such a chance if you had something to sell me.

All I want you to do is fill out and mail me today the attached coupon. Send it to me personally.

**W. R. FOX, President**  
**Fox Typewriter Company**

Front Street, GRAND RAPIDS, MICH.

Send for my catalog, which takes up the construction of the Fox in detail—it's free.



Trade in your  
Old Type-  
writer  
to  
me

Please enclose for a free trial of a Fox Typewriter  
your own obligations on my part.

Name \_\_\_\_\_  
Business \_\_\_\_\_  
Street \_\_\_\_\_  
Town \_\_\_\_\_



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the world. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND

## WHO BUYS HARDWOODS?

### Do You Want the List?

The Hardwood Record supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of consumers of those materials throughout the United States and Canada.

Specifically, the items of the bulletins recite:

**Name of state and town**  
**Name of concern**  
**Name of buyer**  
**Line manufactured**

**Kinds, grades and thicknesses of Lumber**  
**Kinds and sizes of dimension stock**  
**Kinds and thicknesses of veneers**  
**Kinds, thicknesses and sizes of panels.**

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber **not** used are removed, and the cards are filed in alphabetical order between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete roster of the hardwood requirements of all users, and is an invaluable adjunct to the sales department of every manufacturer and jobber.

This service is free to all advertisers, save the patent index cards which show at a glance the kinds of lumber used by each concern, and which are sold at \$3.50 a thousand, the state guide cards costing 75 cts. a set.

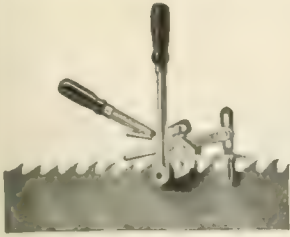
Write us about this service.

## HARDWOOD RECORD

355 Dearborn Street

CHICAGO

# Hanchett's Saw Swages



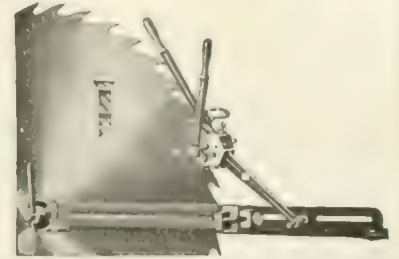
Band Saw Swage

Simple in Construction  
Easy to Adjust  
Strong and Durable  
Send for 1907 Catalog, No. 10  
It Tells You All About Them

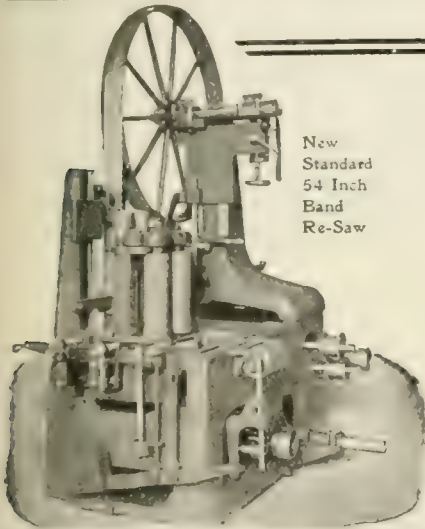
Manufactured by

**Hanchett Swage Works**

BIG RAPIDS, MICHIGAN



Circular Saw Swage with Bench Attachment



New  
Standard  
54 Inch  
Band  
Re-Saw

## MERSHON BAND-RESAW SPECIALISTS

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

**Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.**

## LIDGERWOOD MACHINES

WILL STOCK YOUR MILL

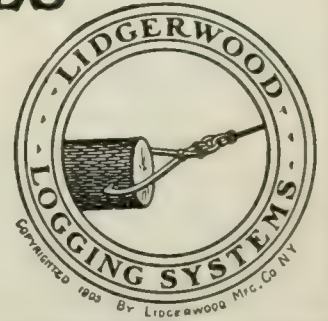
SKIDDERS  
SNAKERS  
YARDERS

LOADERS  
PULL BOATS  
CABLEWAYS

**LIDGERWOOD MFG. CO.**

96 Liberty St., New York.

Logging Machinery Branch Houses: ATLANTA, GA., SEATTLE, WASH.  
Agency: Woodward, Wight & Co., Ltd., New Orleans, La.



## THE 1907 CATALOGUE OF CRESCENT WOOD WORKING MACHINERY

TELLS ABOUT THE

## THREE NEW MACHINES IN THE CRESCENT LINE

Send for your copy right away. It's free for the asking.

Band Saws  
Jointers

Saw Tables

Single Surface Planer  
Single Spindle Shaper  
Disk Grinder

**THE CRESCENT MACHINE CO.**

21 Columbia Street, LEETONIA, OHIO



Crescent Swing Cut Off Saw



**CHEAPER LOGGING** Means spending less money and getting out more logs. It is also the title of our handsome new catalogue, which is by far the most beautiful work ever issued on steam logging machinery. It is intensely interesting and instructive for any lumberman, as it contains over one hundred views (in color) of various operations, and clearly shows just what our machines can do and are doing for others.

IT'S FREE

CLYDE IRON WORKS, Duluth, Minnesota.



## A RUSSEL DONKEY SKIDDER

That is operated resting on car at Rail Road;

That is moved through the woods by its own power and operated independently of R. R. for skidding to sleigh and wheel hauls;

That moves itself up and down mountain sides to any vantage point for handling mountain timber.

We build Logging Machinery to meet the varying local woods conditions.

Would our Catalogue interest you?

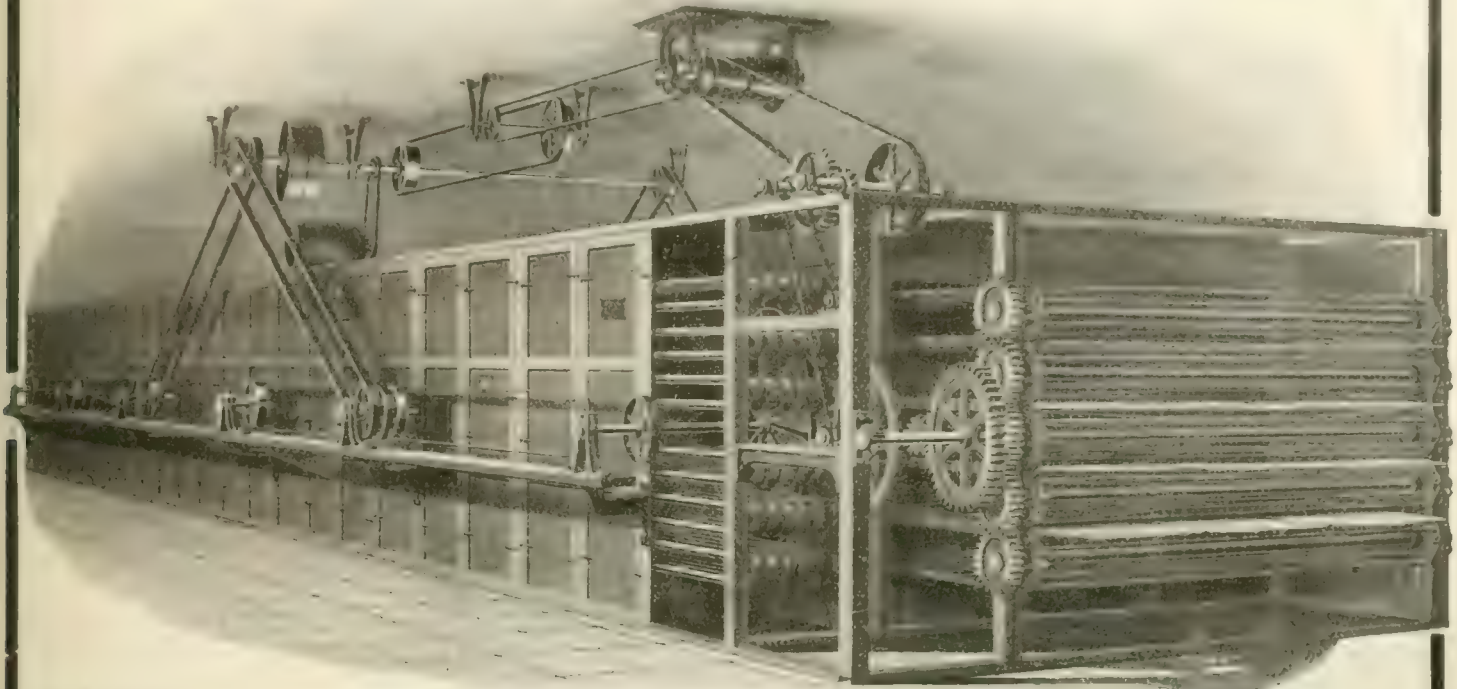
**RUSSEL WHEEL & FOUNDRY  
COMPANY**

DETROIT      =      =      MICHIGAN

Send for Book  
and lot of references.

## NEW VENEER DRYER

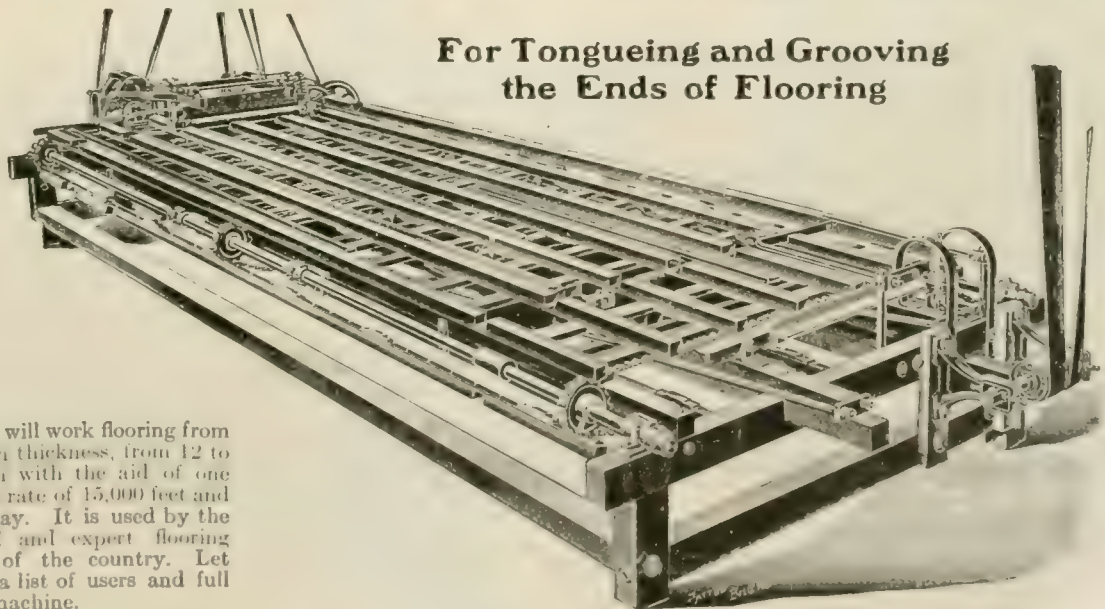
"Proctor System"  
Automatic Girt Conveyor Type



No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Roller Dryer.  
Fortieth inch handled better than Apron Dryer

The Philadelphia Textile Machinery Co., Hancock and Somerset Sts. Philadelphia, Pa., U. S. A.

## Holmes End Matching Machine



For Tongueing and Grooving  
the Ends of Flooring

This machine will work flooring from  $\frac{3}{4}$  to  $1\frac{1}{2}$  inches in thickness, from 12 to 16 feet in length with the aid of one operator, at the rate of 15,000 feet and upwards per day. It is used by the most successful and expert flooring manufacturers of the country. Let us refer you to a list of users and full description of machine.

**E. & B. Holmes Machinery Company, Buffalo, N. Y.**

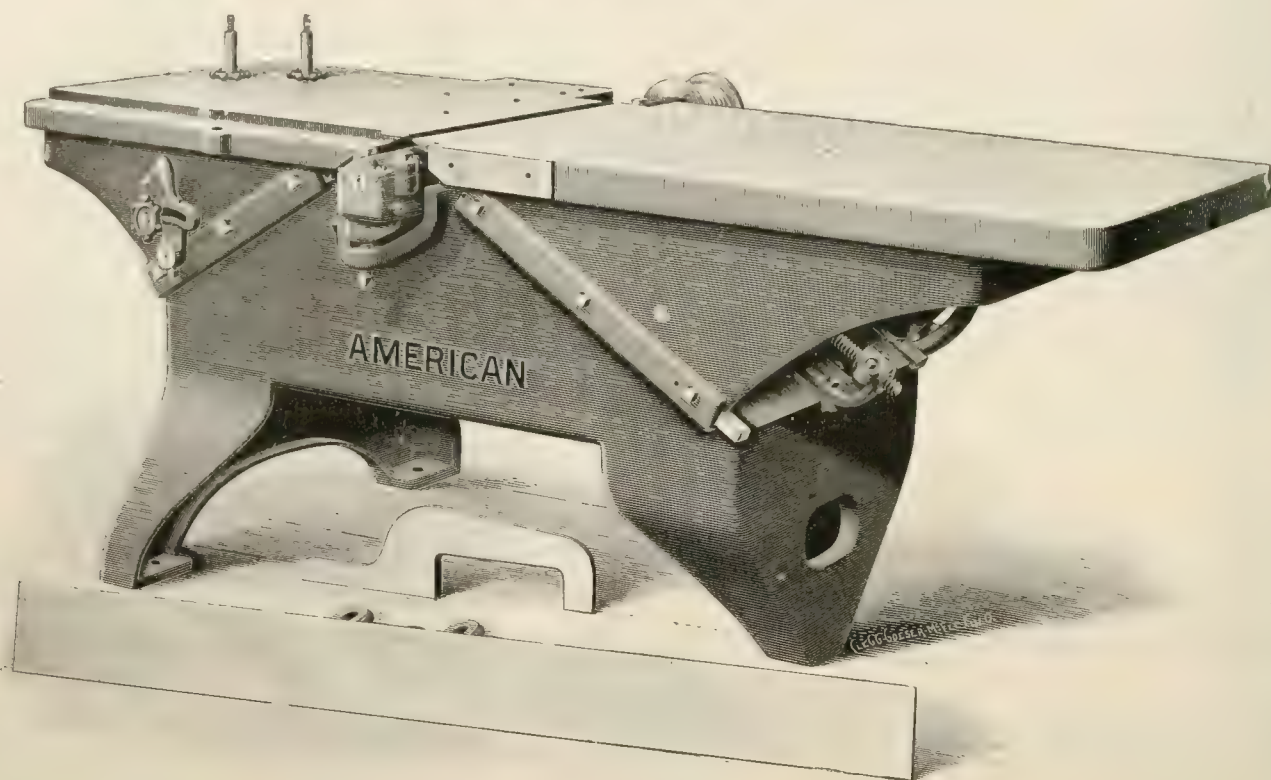
Manufacturers of High-class Woodworking, Hame and Cooperage Machinery.



# Over 3,500 In Use

Don't fail to investigate the merits of the American Buzz Planer and Jointer, the finest woodworking machine of its kind built; as perfect in design and construction as any tool made.

If in need of a Buzz Planer, buy an "AMERICAN."



No other Buzz Planer has the adjustments, solidity of construction and advantages of this one, nor can others do the wide range of work of which this is capable; such as squaring, smoothing, taking out of wind, glue jointing, beveling, chamfering, rabbeting, moulding, tonguing and grooving, beading, cornering, cross-graining, tenoning, etc.

## Investigate!

Write for Our Catalogue. Prices on Application

# American Woodworking Machinery Company

**General Offices, Rochester, N. Y.**

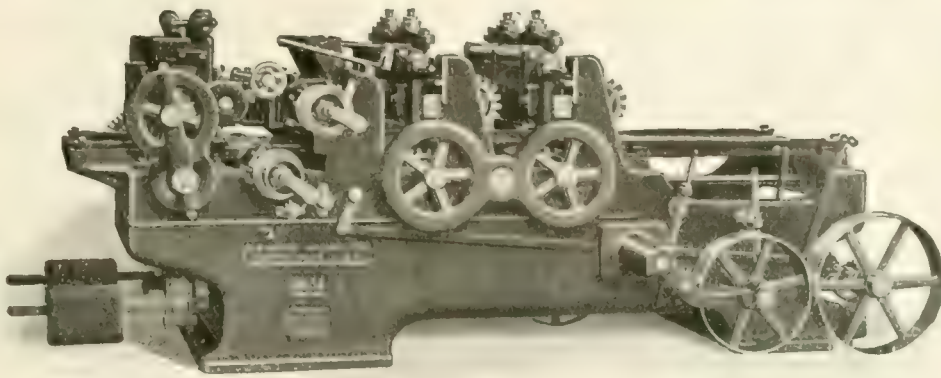
### Salesrooms:

New York, West Street Bldg.

Chicago, Fisher Bldg.

New Orleans, Canal La. Bank Bldg.

Rochester, 591 Lyell Ave.



## No. 53 Double Surfacer—Works 30" wide by 6" thick. Six Feed Rolls

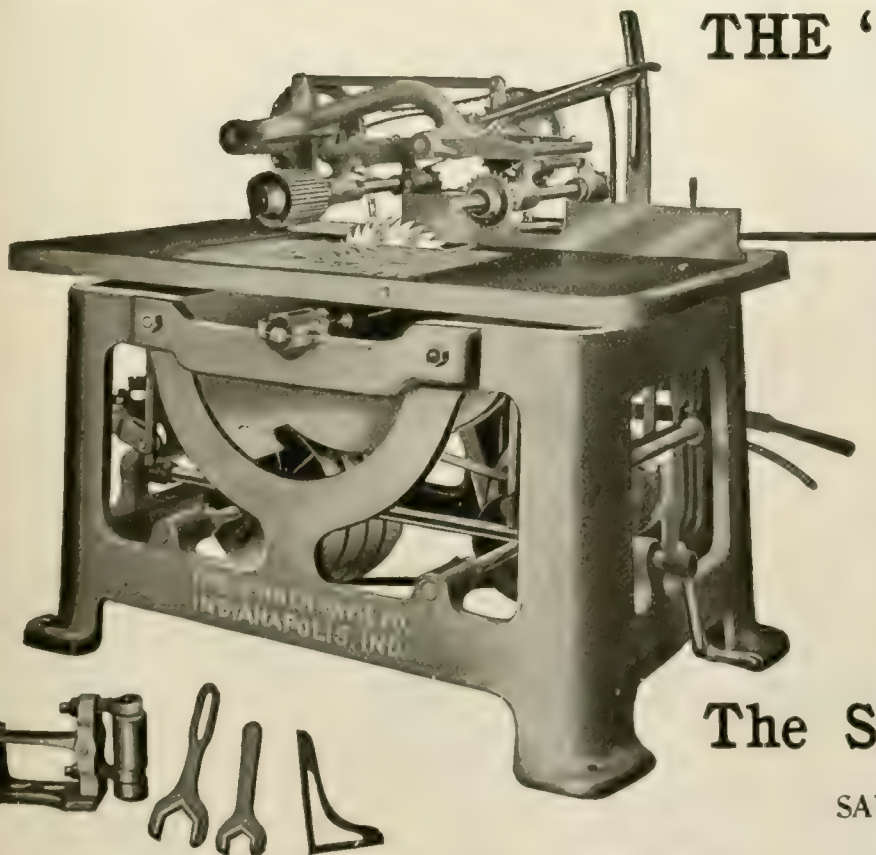
A machine of large capacity, especially suited to dressing boards in quantity. Equipped with broken rolls or our patent sectional rolls for feeding a number of pieces of varying thickness simultaneously. Relative positions of heads insures best planing. Patent adjustable wedge platen means a saving in stock. The belt release saves time and belts. Usual gear train eliminated.

May be seen at our exhibit at JAMESTOWN EXPOSITION, Norfolk, Va., Machinery Building, Section 15.

## S. A. Woods Machine Co., Boston

PACIFIC COAST OFFICE, 617 LUMBER EXCHANGE, SEATTLE  
WESTERN OFFICE, 811 RAILWAY EXCHANGE, CHICAGO

Jacksonville, Norfolk, Shreveport



## THE "HOOSIER" SELF-FEED RIP SAW

The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine. It has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock 17½ inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

## The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.



## THE MARKET IS DEMANDING

MORE AND MORE

### BOARDS OF STANDARD LENGTHS AND WITH SQUARE ENDS

Lumber so made looks better and commands a higher price than boards of random lengths and with irregular ends.

Trimming the lumber also saves freight because there is no waste, resulting in a considerable reduction in weight.



## The "Tower" One-Man 2-Saw Trimmer

Will do more work in the same length of time than any other machine of its class on the market, and that with less fatigue to the operator.

The manner of shifting the saws

**SAVES TIME, STEPS AND LUMBER.**

With any other trimmer the operator has to go to the end of the machine every time he shifts the saws; with our trimmer, he goes only to the end of the board. See the saving in time and effort?

Then there are other very desirable features. Made in

**TEN DIFFERENT SIZES AND STYLES.**

## The Gordon Hollow Blast Grate Co.

GREENVILLE, MICHIGAN

The Largest Manufacturer of Grates, Edgers and Trimmers in the World.

## Michigan Logging Wheels

Have  
Made  
More  
Than  
1,000  
and  
Know  
How.

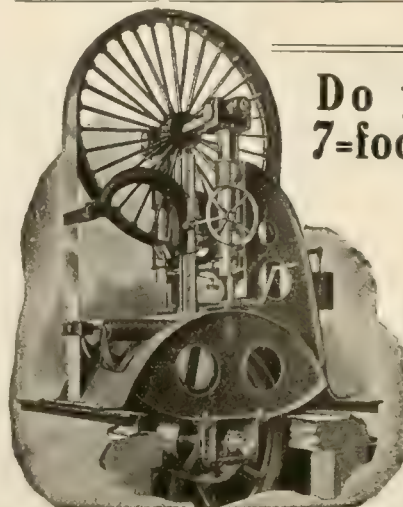
Standard  
for a  
Quarter  
Century



Cheap and easy logging.  
Write for circular & prices.

**S. C. OVERPACK**

MANISTEE  
MICH.



## Do you want a 7-foot band mill?

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mig. Co.**

Eau Claire, Wis.



The Way Many People Looked Last Week

What's the use?

Everybody cheer up

**Don't Worry**

The Country is all right

**GET BUSY**

Saw Wood

with

**Atkins' Silver Steel Saws**

and be happy

**E. C. ATKINS & CO., Inc.**

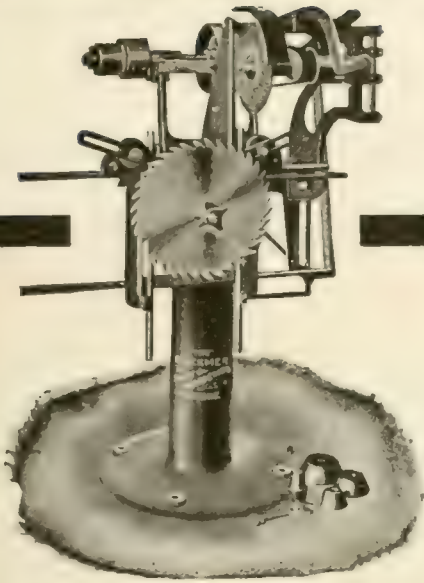
**THE SILVER STEEL SAW PEOPLE**

#### BRANCHES:

Atlanta Chicago Memphis Minneapolis  
New Orleans New York City  
Portland San Francisco  
Seattle

Home Office and Factory  
INDIANAPOLIS.

Canadian Factory  
HAMILTON, ONT.



THE BEST MACHINE IN THE BUSINESS  
**"Blackmer Improved No. 2"**  
 Saw Sharpening Machines

We make numerous other types

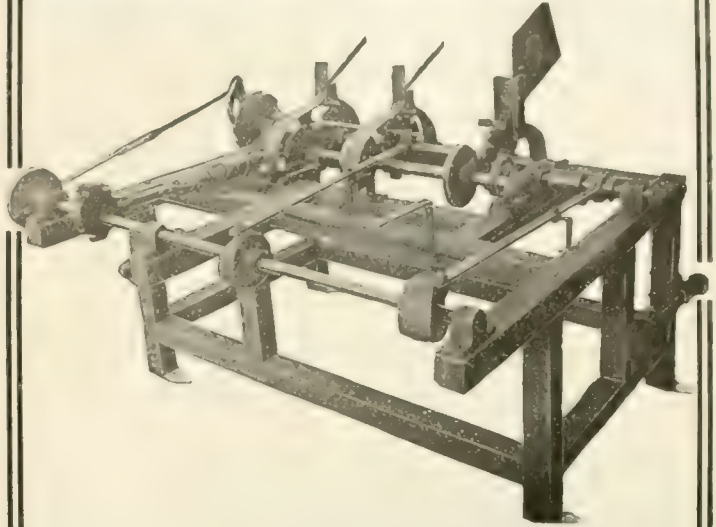
Write for Descriptive Circular and Quotations

**CROWN IRON WORKS**

MINNEAPOLIS, MINN.

# Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

**CADILLAC MACHINE CO.**

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

## We Manufacture All Kinds of High-Grade Circular Saws

Shingle Saws  
 Heading Saws  
 Grooving Saws  
 Edger Saws  
 Bolting Saws  
 Concave Saws  
 Trimmer Saws  
 Gang Saws  
 Drag Saws, Etc.

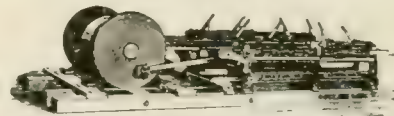


Also Dealers in  
 Saw Swages and  
 General Saw  
 Mill Supplies

Write for  
 our new Catalog  
 and Discounts

Special  
 attention given  
 to Saw  
 Repairing

**Michigan Saw Co.** 101 to 109 Germania Avenue **Saginaw, Mich.**



## Kline's 8-Knife Excelsior Machines

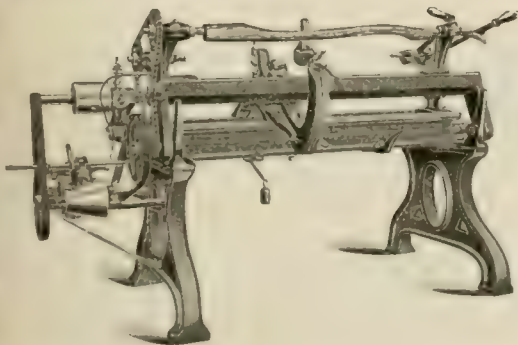
The most substantial in construction. The most economical to install on capacity basis, and to operate on labor and wood basis. Used and endorsed by largest manufacturers. Catalog showing cuts and giving descriptions of entire line for excelsior mills furnished free to interested parties.

MANUFACTURED BY

**ALPENA INDUSTRIAL WORKS**

Lewis T. Kline, Propr.

ALPENA, MICHIGAN



This cut shows the

## No. 11 OBER LATHE

For turning Axe, Adze, Pick, Sledge, Hammer and Hatchet Handles, Spokes, Whiffletrees, Gun Stocks, Lasts, and other irregular work.

**SIMPLE—STRONG—DURABLE—ECONOMICAL**

We also manufacture other Lathes for making Handles, Spokes and Variety Work, Sanders, Shapers, Boring and Chucking Machines, Rip Saws, etc., etc.

Complete Catalogue and Price List Free.

**The Ober Manufacturing Co.**

28 BELL STREET, CHAGRIN FALLS, OHIO, U. S. A.



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

Yellow Pine, Poplar and Hardwoods

## John R. Gobey & Co. Wholesale Lumber Columbus, O.

SPECIAL OFFER: 1,000,000 feet Dry 2 inch No. 1 Norway

## McLaughlin - Hoffman Lumber Co.

206-207 Schultz Building, Columbus, O.

Wholesale Hardwoods  
PINE, HEMLOCK, CYPRESS

Will Contract Mill Cuts for Cash

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

## The General Lumber Co.

Manufacturers

Yellow Pine, White Pine  
Hemlock and Hardwoods

COLUMBUS, OHIO

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

### OFFERS:

- 5 Cars 4/4 1st and 2nd Poplar—7" to 17"
- 4 Cars 4/4 1st and 2nd Poplar—18" to 23"
- 3 Cars 4/4 Poplar Box Boards—7" to 12"
- 10 Cars 4/4 No. 1 Common Poplar (Selects in)
- 10 Cars 4/4 No. 2 Common Poplar
- 3 Cars 4/4 No. 3 Common Poplar
- 2 Cars 5/4 No. 1 Common Poplar (Selects in)
- 8 Cars 8/4 No. 1 Common Poplar (Selects in)
- 10 Cars 4/4 1st and 2nd White Oak
- 15 Cars 4/4 1st and 2nd Red Oak
- 15 Cars 4/4 No. 1 Common Red Oak
- 10 Cars 4/4 No. 1 Common White Oak
- 10 Cars 4/4 No. 2 Common White Oak
- 20 Cars 4/4 Mill Cull Oak
- 3 Cars 4/4 Common and Better Chestnut
- 1 Car 6/4 Common and Better Chestnut
- 4 Cars 4/4 No. 1 Common Chestnut
- 5 Cars 5/4 Sound Wormy Chestnut
- 5 Cars 6/4 Sound Wormy Chestnut
- 10 Cars 4/4 Sound Wormy Chestnut
- 10 Cars 8/4 Sound Wormy Chestnut

## ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR

Full line of **HARDWOODS.** Write us.  
**POWELL LUMBER CO., :: Columbus, O.**

.. THE ..

## CRESCENT LUMBER CO.

MANUFACTURERS OF



Hardwood Lumber

MARIETTA, O.

## LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## ANDERSON-TULLY CO.

STOCK LIST, NOV. 8, 1907.

### ASH

30,000' 4 1/4" No. 2 common

### CYPRESS.

16,000' 4 1/4" 1sts & 2ds

150,000' 4 1/4" shops

4,600' 8 1/4" 1sts & 2ds

### COTTONWOOD

30,000' 4 1/4" 1st & 2ds. 6 and 7

200,000' 4 1/4" 1sts & 2ds. 6' & up

30,000' 4 1/4" 1sts & 2ds. 12"

100,000' 4 1/4" 1sts & 2ds. 13" & up

50,000' 4 1/4" 1sts & 2ds. 18" & up

25,000' 5 1/4" 1sts & 2ds. 6" & up

60,000' 5 1/4" 1sts & 2ds. 12 & 13"

30,000' 6 1/4" 1sts & 2ds. 8" & up

150,000' 4 1/4" No. 1 com. 13" & up

### WAGON BOX BOARDS

150,000' 9 to 12" cottonwood

75,000' 13 to 17" cottonwood

50,000' 13 to 17" gum

### GUM

75,000' 3/8" 1sts & 2ds. Saps 6"

& up

75,000' 1 1/2" 1sts & 2ds. Saps 6"

& up

80,000' 5 8" 1sts & 2ds. Saps 6"

& up

300,000' 4 1/4" 1sts & 2ds. Saps 6"

to 12"

100,000' 4 1/4" 1sts & 2ds. Sap

13 to 15"

75,000' 4 1/4" 1sts & 2ds. Saps

16 to 21"

250,000' 4x4" No. 1 common saps

100,000' 3x8" 1sts & 2ds. Red

6" & up

100,000' 1 1/2" 1sts & 2ds. Red

6" & up

75,000' 5/8" 1sts & 2ds. Red

6" & up

75,000' 4 1/4" 1sts & 2ds. Red

6" & up

100,000' 4 1/4" No. 1 common.

Red 6" & up

500,000' 4 1/4" No. 2 common.

Red & Saps

### MAPLE

18,000' 8 1/4" log run

### WHITE OAK

75,000' 3/8" 1sts & 2ds

75,000' 1 1/2" 1sts & 2ds

50,000' 4 1/4" 1sts & 2ds

15,000' 6 1/4" 1sts & 2ds

75,000' 4 1/4" No. 1 common

### RED OAK

100,000' 3/8" 1st & 2ds

150,000' 1 1/2" 1st & 2ds

100,000' 4 1/4" 1st & 2ds

100,000' 4 1/4" No. 1 common

**MEMPHIS, TENNESSEE**

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood and Elm. Main office, South Bend, Ind. Office and Yards, North Memphis.

**MEMPHIS - - - TENN.**

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

**Southern Hardwoods**

**MEMPHIS, TENN.**

We have following Hardwoods in various thicknesses and grades ready for shipment—November 1st stock list:

Ash . . . . .	750,000 ft.	Pl. White Oak . . . . .	300,000 ft.
Qtd. White Oak . . . . .	100,000 ft.	" Red Oak . . . . .	600,000 ft.
" Red Oak . . . . .	150,000 ft.	Cypress . . . . .	500,000 ft.

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
and Office

**Memphis, Tenn.**

Saw Mills:  
Memphis, Tenn.  
Mobile, Ala.

MANUFACTURERS OF

## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding, Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds Rough and Dressed Lumber. Send us your orders for Bay Poplar; 1,000,000 feet bone dry and ready for market in all thicknesses and grades.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres

Geo. W. Fooshe, Secretary.  
C. J. Tully, Treasurer.

## ROBERTSON-FOOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARD WOOD LUMBER.  
We make a specialty of mixed cars, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## S. C. MAJOR LUMBER COMPANY

WHOLESALE

**Southern Hardwoods**

MEMPHIS, TENN.

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cot-

tonwood Poplar, Tupelo and Red Gum

**SPECIALTY: THIN OAK and GUM**

**G. A. FARBER** Tennessee Trust Building **MEMPHIS, TENN.**

## RYAN-LUSK LUMBER CO. CAIRO, ILLS.

**SOUTHERN HARDWOODS**

WE WANT TO MOVE

250,000 4 4 Common and Better Gum.

250,000 5 4 1st and 2nd Sap Gum



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

Plain and  
Quartered

## Oak Flooring

Red and  
White

Can Ship in Mixed Cars with Worked  
POPLAR OR HARDWOODS

## The International Hardwood Company

Mill and Yards  
CATLETTSBURG, KY.

General Offices,  
PITTSBURG, PA.

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

## STOCK LIST

9 cars 4x4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S1S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## DRY STOCK

Ready for Quick Shipment

2 cars	1x18 to 23" panel and No. 1 poplar
6 "	1" 1st and 2nds poplar
6 "	1" No. 1 common poplar
6 "	1" No. 2 common poplar
8 "	1" mill cull poplar
2 "	1x18" and up panel and No. 1 cottonwood
5 "	5/4 No. 1 common cottonwood
15 "	1x13 to 17" box boards cottonwood
20 "	1x8 to 12" box boards cottonwood
19 "	1x13 to 17" 1st and 2nds cottonwood
21 "	1x13 to 17" No. 1 common cottonwood
20 "	1x6 to 12" 1st and 2nds cottonwood
15 "	1x4" and up No. 1 common cottonwood
20 "	1x4" and up No. 2 common cottonwood
15 "	4/4 1st and 2nds plain red and white oak
24 "	4/4 No. 1 common plain red and white oak

## All Lumbermen, Attention!

We do what you can't do.  
We measure your stumpage correctly.  
We make your maps correctly.  
Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

## American Lumber & Mfg. Co.

PITTSBURG, PA.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Crating Lumber a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURGH, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6 S and 12-4 - 1 and 2  
200M 8-4 " " " " " " Plan Sawn White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.

Mine Lumber, Ties and Rails.

Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED.

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURGH, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawn Stocks

Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## Mead & Speer Company

PITTSBURGH, PA.

Oak, Poplar and Hardwoods

Car Stock and R. R. Timbers

MILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## Bruckman Lumber Co.

Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## HENDERSON LUMBER CO.

Commonwealth Bldg.

PITTSBURGH, PA.

## HARDWOODS

MINE LUMBER  
a Specialty.

For Sale Now  
800,000 ft. 4 and 8-4 Oak  
For Shipment on Grade  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash



## R. CONNOR CO.

WHOLESALE MANUFACTURERS

Wisconsin  
Hardwood

PINE AND HEM-  
LOCK LUMBER

Mills at:  
Auburn, Wis., on W. C. R. R.  
Stratford, Wis., on C. & N. W. R. R.

Marshfield, Wis.

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

## QUARTERED OAK, POPLAR

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawn



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## The Cadillac Veneer Company

MANUFACTURERS OF  
TWO, THREE AND FIVE PLY

### PANELS

AND ROTARY CUT STOCK

Cadillac . . . Michigan

WRITE FOR PRICES



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

Flat Panels, Tops

AND

Cross Banding

GOSHEN

INDIANA

## The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS  
THIN LUMBER  
PANEL STOCK

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

VENEERS  
AND THIN LUMBER

MUNISING

MICHIGAN

## BIRD'S-EYE MAPLE VENEER.

I have contracted for the output of the Bird's-eye Maple Veneer manufactured by the Reed City Veneer and Panel Works, amounting to three million feet or more annually and will be able to submit samples in December of stock properly cut, dried and white at reasonable prices.

Sliced and sawn Maple for pianos a specialty.

Send your inquiries to

**HENRY S. HOLDEN**

Grand Rapids, Mich.

Madison Square Station.

## SEDRO VENEER CO.

ROTARY CUT VENEER

Our Specialty

Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO-WOOLLEY, - - WASHINGTON

## Wisconsin Veneer Co.

RHINELANDER, WIS.

Largest and best equipped Veneer cutting plant in the country. High-grade product from Birch, Maple, Elm, Basswood, Ash and other native woods.

Veneers for Door Work a Specialty.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

### Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick Deliveries Guaranteed.

JOHN R. DAVIS LUMBER COMPANY

PHILLIPS, WISCONSIN

## We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are offering Red Birch in thicknesses, 1" to 2½" common and better, also Maple, Birch and one quarter sawed

### RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the highest grade as to workmanship and quality.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## We CAN get the Cars

And are situated to ship via any line.

## Send us your Orders

We have a FULL and complete STOCK of

Northern and Southern Hardwoods

Wisconsin White Pine and Hemlock

Inquiries answered promptly and orders filled without delay.

## Steven & Jarvis Lumber Co.

Eau Claire, Wisconsin

## We Want to Move the Following:

50 M feet 1 inch No. 1 Com. and 1s and 2s Ash.  
100 M feet 1 inch 1s and 2s Plain Birch.  
50 M feet 1½ inch 1s and 2s Plain Birch.  
50 M feet 1½ inch 1s and 2s Plain Birch.  
100 M feet 2 inch No. 1 Com. and 1s and 2s Rock Elm.  
1 car 2 inch 1s and 2s Red Birch.  
1 car 3 inch No. 1 Com. and 1s and 2s Unselected Birch.

Our prices are right. Let us hear from you.

## Wheeler-Timlin Lumber Co.

Mill at Kennan, Wis.

WAUSAU, WIS.

## FRANK CARTER CO.

MANUFACTURER

### WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
200,000 feet 1 in. No. 3 Common and Better Red Oak.  
50,000 feet 1 in. No. 1 Common and Better Butternut.  
75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
FILLED

General Offices:  
MENOMONIE, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

We have the following amounts of thoroughly seasoned stock ready for immediate shipment

11,000 ft. 1½ in. No. 2 Common Plain Birch.  
30,000 ft. 1 in. First and Second Red Birch.  
2,500 ft. 2 in. First and Second Red Birch.  
40,000 ft. 1 in. No. 1 Common Red Birch.  
22,000 ft. 1 in. End Dried White Birch.  
45,000 ft. 1½ in. No. 1 Com. & Bet. Plain Birch.  
400,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
300,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
50,000 ft. 1 in. No. 3 Common Plain Birch.  
100,000 ft. 1 in. No. 3 Common Maple.  
45,000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.  
20,000 ft. 1 in. No. 2 Com. & Bet. Red Oak.  
15,000 ft. 1 in. No. 1 Common Basswood.  
15,000 ft. 1 in. No. 1 Common & Better Bass.

Send  
Us  
Your  
Orders



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## F. Slimmer & Company

### Hardwood Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## In the Market

To Buy

Ash, Hickory, Poplar and Oak Lumber.  
Also Wagon Stock.

Wanted—Hardwood Logs for Our Memphis Mill

**RYAN & McPARLAND**  
CHICAGO...MEMPHIS

## Hayden & Westcott Lumber Co.

IN MARKET FOR

### POPLAR

25 M ft. 3-4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 2" 1s and 2s, standard widths and lengths  
30 M ft. each 2-1/2 and 4" standard widths and lengths

### ROCK ELM

200 M ft. 5/4 No. 1 Common and better  
500 M ft. 8/4 No. 1 Common and better

### BLACK ASH

50 M ft. each 4/4, 5/4 and 6/4 No. 1 common and better

### OAK AND ASH

100 cars car oak framing  
25 cars white ash from 1" to 4" green or dry 1s and 2s

**511 Railway Exchange, - Chicago**

## Chicago Car Lumber Co.

PULLMAN BUILDING, CHICAGO

We Want to Move :

**1 inch No. 3 and No. 4 Poplar**  
**1 inch No. 2 Common Poplar**

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND  
CAR AND R. R. MATERIAL

## CO-OPERATIVE MILL & LUMBER CO., (Inc.)

ROCKFORD, ILLS.

Want Poplar, Oak, Gum, Hickory, Birch and Maple

SEND STOCK LIST AND PRICES.

## Montgomery Hardwood Lumber Co.

Crawfordsville, Ind.

OUR SPECIALTIES:

Indiana Quartered and Plain Oak, also Hickory.

## Keys-Fannin Lumber Company

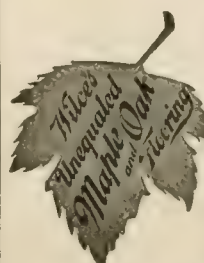
Manufacturers of Band  
and Circular Sawn

## SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock  
Bass and Chestnut. Give us a trial.

**Herndon, Wyoming Co., W. Va.**

## A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## P. G. DODGE LUMBER CO. CHICAGO

### WE WANT TO MOVE

100,000 feet 5-4 Common and Better Red Oak  
100,000 " 6-4 " " " " " "  
50,000 " 4-4 Sap Poplar.

MILLS AND YARDS IN TENNESSEE

## THE GILLESPIE-REYNOLDS COMPANY

Lumber and Seward Streets

All kinds of Northern Hardwoods. Send us your inquiries.

## W. A. DAVIS SOUTHERN HARDWOODS

1612 Marquette Bldg., CHICAGO

Branch Offices: PADUCAH, KY., and MEMPHIS, TENN.

## Estabrook-Skeele Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED **RED CYPRESS**  
LOUISIANA GULF COAST

Products Exclusively

Telephone  
Harrison 4930 1703 Fisher Bldg., CHICAGO, ILL.

## CHAS. DARLING & CO.

Southern  
Hardwoods

22nd Street and Center Avenue - CHICAGO

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## R. A. HOOTON LUMBER CO.

First National Bank Building

Wanted { 500,000 to 1,000,000 ft., 1 in. Log Run Gum.  
100,000 to 200,000 ft., 1 in. 1sts and 2nds Plain Red Oak.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

A. W. WYLIE,

1101 FISHER BUILDING  
CHICAGO, ILLS.

## ERNEST B. LOMBARD

Manufacturer and Wholesale

**Northern and Southern  
Hardwoods**

Railway Exchange - CHICAGO

**E. D. Matthews Lumber Co., Cairo, Ill.**  
Wholesale Southern Hardwoods

Oak, Ash, Cypress, Gum, Cottonwood, Elm and Bridge Plank.

When in market, write us. GOOD GRADES. Prompt shipments.  
Inquiries answered promptly.



# M I C H I G A N

FAMOUS FOR HARD MAPLE AND GREY ELM

**A. F. ANDERSON,** CADILLAC MICHIGAN

Specialist in winter sawed, end-piled, under shed, clear

## White Hard Maple

4/4 to 8/4 in thickness.

Good Stock. All Michigan Hardwoods.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

## "WHITE" ROCK MAPLE FLOORING

WORKMANSHIP UNEXCELLED  
GRADING UNIFORM and RIGHT  
PRICES WORTH YOUR CONSIDERATION

WRITE US FOR PRICES AND OUR PLAN FOR SUPPLYING CARLOADS AND LESS DELIVERED

**W. H. WHITE CO. MAJESTIC BUILDING DETROIT, MICH.**

We manufacture our own timber, and every operation from stump to finish is under our personal supervision. Our saw mills and factory are located where the timber grows.

You can't go astray  
when in the market

IF YOU WRITE THE

## Northern Lumber Company

RUSH CULVER, Pres.

BIRCH, MICHIGAN

☐ We manufacture from our own forests, the finest line of Northern Hardwoods on the market. ☐ We have the woods, the machinery, the experience, enabling us to fill your orders right.

## MAPLE FLOORING

KILN DRIED  
BORED  
POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW  
BACKED and  
BUNDLED

## The Manistee Planing Mill Co.

Manistee, Mich.

Manufacturers



## J. S. GOLDIE

Cadillac, Mich.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.

Correspondence Solicited Especially on  
White Maple.

MICHIGAN ROCK MAPLE  
BIRCH, BEECH AND BASSWOOD **LUMBER**

Shipments  
By Rail or Cargo

**BOYNE CITY LUMBER CO.**

Sales Dept. W. H. White Co., Majestic Bldg., DETROIT, MICH

# M I C H I G A N

FAMOUS FOR RED BIRCH AND BASSWOOD

**OUR SLOW METHOD** Of Air Seasoning  
and Kiln Drying

1 X L POLISHED

## ROCK MAPLE FLOORING

Enables us to offer you an excellent and superior product—  
One which has stood the test 20 years.

WRITE TODAY FOR PRICES AND BOOKLET

**Wisconsin Land & Lumber Co.**

Hermansville, Michigan

## SALLING, HANSON CO.

MANUFACTURERS OF

## Michigan Hardwoods

GRAYLING, MICHIGAN

## MICHIGAN BASSWOOD

5 M 5-4 1s and 2s, White.  
10 M 5-4, No. 1 Common, White.  
230 M 4-4 to 6-4, 1s and 2s.  
46 M 4-4 to 6-4, No. 1 Common.  
85 M 4-4 to 8-4, No. 2 Common  
200 M 5-4 and 6-4, Log Run.

Dry Stock. Prompt Shipment. Write for Prices.

BRIGGS &amp; COOPER CO., Limited

SAGINAW, MICH.

MEMPHIS, TENN.

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Orndorff, W. Va., Heaters W. Va., and Parkersburg, W. Va.

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

### Northern and Southern Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on  
its merits alone. † Comprises all the features  
desirable in good flooring. † Made by the latest,  
most approved machinery methods and best  
skilled labor. † We believe we can make it to  
your interest to handle our "Chief Brand" and  
will appreciate your inquiries.

**Kerry & Hanson Flooring Co.**

GRAYLING, MICHIGAN

## J. S. WEIDMAN

MANUFACTURER OF

## Hemlock and Hardwoods

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.

## Lumber and Hardwood Flooring

Write us for Special Prices on following:

180 M. ft. 8/4 White Maple, largely 1st and 2nds.  
80 M. ft. 8/4 Common and Better Tamarack.  
1 Car 6/4 No. 1 Common Birch.  
1 Car 5/4 No. 1 Common Birch.  
1 Car each 4/4, 5/4 and 6/4 White Maple.  
75 M. ft. 4/4 Hard Maple 1st and 2nds.  
75 M. ft. 5/4 Hard Maple 1st and 2nds.



# CINCINNATI

THE GATEWAY OF THE SOUTH

**W. H. & G. S. STEWART**

**Hardwood Lumber**

CINCINNATI, OHIO

We want to move 100 M feet 2 in. No. 1 Common  
Quartered White Oak, Dry.

The Wm. H. Perry Lumber Co.  
**HARDWOOD MANUFACTURERS**

Oak, Chestnut, Poplar, Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Ave., CINCINNATI

**The Pratt-Worthington Co.**

CROFTON, KENTUCKY

WE WANT TO MOVE

4 Cars No. 1 Common and Better 1 inch Poplar.  
3 Cars No. 1 Common and Better 2 inch Poplar.

## C. CRANE & COMPANY

MANUFACTURERS

Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

**THE  
MALEY, THOMPSON & MOFFETT CO.**

Always in the Market for  
**BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS,  
LUMBER OF ALL KINDS.**

CINCINNATI, : : : OHIO

**BENNETT & WITTE**

Manufacturers of Lumber

**Oak—Ash—Elm—Gum—Cypress  
and Cottonwood**

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

**We have a stock and ship Straight Grades**

**Domestic and Export**

**The Stearns Company**

MANUFACTURERS OF

Northern and Southern  
**HARDWOODS**

Grand Rapids, Mich.

Cincinnati, O.

Cash buyers for stock in our line.  
**Cincinnati Hardwood Lumber Co.**

GEST AND SUMMER STREETS

Wholesalers Mahogany, Thin Lumber, Veneers

Finely figured quarter sawed oak veneers a specialty.

**THE K. AND P. LUMBER CO.**

CINCINNATI, OHIO

Buys and Sells: Walnut, Oak, Poplar, Chestnut

## CINCINNATI

THE GATEWAY OF THE SOUTH

## THE WIBORG &amp; HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.

## L. W. RADINA &amp; COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, Especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## MOWBRAY &amp; ROBINSON

SPECIALISTS IN

## OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTSOFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## THE FREIBERG LUMBER CO.

Manufacturers of

Tabasco Mahogany  
Walnut, OakPoplar, McLean and Findlay Aves.  
CINCINNATI, O.

## WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

## KENTUCKY LUMBER COMPANY

CINCINNATI, OHIO

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS., CINCINNATI, O.

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.THE FARRIN-KORN  
LUMBER COMPANYGeneral Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
Cypress Red Gum Oak

## WE OWN

and operate our own mills,  
they are new and the best.Two million feet on sticks,  
4/4, 5/4, 6/4 and 8/4 Plain  
Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.Send us your  
inquiries.

Mercantile Library Building,

Cincinnati, Ohio

## A LITTLE TIP FOR YOU

Just glance over the choice list of specials below, tell us what strikes  
your fancy, and we will do the rest.

100,000 feet 4/4, 6/4 and 8/4 Log Run Pecan  
150,000 feet 4/4 Cottonwood Box Boards, 8" to 12" wide  
150,000 feet 4/4 Cottonwood Box Boards, 13" to 17" wide  
500,000 feet 4/4 1 and 2 Cottonwood, 8" and up, 40% 13" and up  
30,000 feet 4/4 Poplar Box Boards, 13" to 17" wide  
30,000 feet 4/4 1 and 2 Poplar, 18" to 24" wide  
30,000 feet 4/4 and 8/4 Log Run Sycamore  
25,000 feet 4/4 Log Run Elm  
22,000 feet 4/4 Gum Box Boards, 8" to 12" wide  
29,000 feet 4/4 Gum Box Boards, 13" to 17" wide  
100,000 feet 4/4 to 8/4 Log Run Ash, 50% 1 & 2, 35% No. 1 Com.,  
15% No. 2 Com.  
150,000 feet 4/4 No. 2 Common Poplar.

## T. B. STONE LUMBER CO.

CINCINNATI, OHIO

IMPORTANT: Address all communications to Room 1030, Union Trust.



# INDIANA

WHERE THE BEST HARDWOODS GROW

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA

## Black Walnut & Plain Oak

C. J. FRANK

LOGANSPOUT, IND.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.  
Walnut our specialty.  
Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Quartered Oak and Sycamore

SEYMOUR, IND.

## Young & Cutsinger

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Fine Figured Quartered Oak

EVANSVILLE, INDIANA

## NOVEMBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## NOVEMBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
bone dry. Write us any time

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

P. O. Box 312, MEMPHIS, TENN.

940 SENECA STREET

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET.

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

### For Quick Shipments

Send us Your Orders for Mixed |  
| Cars | in | all | Thicknesses

Oak, Ash, Cottonwood, Gum, Cypress,

Cottonwood and Gum Bevel Siding,

Car Timber and Bridge Planking

## Three States Lumber Co.

GENERAL OFFICES

TENNESSEE TRUST BUILDING,

MEMPHIS, TENN.

## Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN-HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

Manufac-  
turers

### OAK, ASH, COTTONWOOD, GUM AND CYPRESS

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

DRY

ALL GRADES

5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4

Bevel Siding, Lath & Squares

SPECIALTY, WIDE STOCK

# LUMBER CO.

Coal Grove, Ohio, U. S. A.

# Hardwood Record

Thirteenth Year.  
Semi-monthly.

CHICAGO, DECEMBER 10, 1907.

Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

**C. L. WILLEY**

MANUFACTURER OF

**Mahogany, Veneer**

**HARDWOOD LUMBER**

Office, Factory and Yards: **1225 Robey St.,**

BAND MILLS  
MEMPHIS, TENN.

(Telephone  
Canal 930)

**Chicago**

*Mr Manufacturer:- We want  
you to try a sample car of  
our Red Gum. Yours truly  
Himmelberger-Harrison Lbr Co.  
Morehouse, Mo.*

## FORM THE HABIT

**Of Guarding Against Disaster**

**PENNSYLVANIA LUMBERMEN'S MUTUAL FIRE INSURANCE CO.**

**Drexel Building  
PHILADELPHIA, PA.**

BRANCH OFFICES:

Philadelphia, Land Title Bldg.  
New York, No. 1 Madison Ave.

BAND MILLS:

Richwood,  
Camden-on-Gauley,  
Holcomb, W. Va.

**Cherry River Boom & Lumber Co.**  
**Scranton, Pa.**

Cherry Chestnut Hard Maple Soft Maple	} "The Best Lumber" }	Poplar White Oak Red Oak Basswood
--	-----------------------------	--

There are many advantages in having insurance in regularly incorporated stock companies.  
The stock companies specializing in lumber insurance are—

**Lumber Insurance Co. of New York**  
84 William St., New York

**Adirondack Fire Insurance Co.**  
84 William St., New York

**Toledo Fire and Marine Insurance Co.**  
Sandusky, Ohio

COMBINED ASSETS OVER \$1,000,000.

For particulars address Lumber Insurers General Agency, Underwriting Managers, 84 William St., New York.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world**. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND

## BETTER BUY BIRCH

WHILE THERE IS STILL  
A GOOD  
ASSORTMENT OF  
THICKNESSES AND  
GRADES

**G. W. JONES  
LUMBER CO.**

Appleton

Wisconsin

## THOMAS FORMAN CO. DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

### Maple and Oak Flooring

We desire to move promptly a large quantity of

13-16x1½" Clear Quarter Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed White Oak Flooring.  
13-16x1½" Clear Plain Sawed Red Oak Flooring.  
13-16x1½" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

## Mosby, Denison & Co.

MANUFACTURERS OF

**COTTONWOOD  
GUM  
ASH, ELM**

Large Stock on Hand

HELENA, ARKANSAS

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, DEC. 1, 1907

4-4 Birch, No. 2 Common and Better.....	55M
4-4 Birch and Cherry, No. 3 Common .....	65M
4-4 Gray Elm, No. 1 Common .....	20M
4-4 Gray Elm, No. 2 Common .....	13M
4-4 Gray Elm, No. 3 Common .....	87M
8-4 Gray Elm, 1s and 2s .....	28M
1x10 to 14 in. Hard Maple, 1s and 2s .....	100M
1x15 and up Hard Maple, 1s and 2s.....	20M
4-4 No. 3 Common Maple and Beech .....	500M
4-4 No. 4 Hardwoods .....	21M
5-4 Hard Maple, 1s and 2s.....	21M
6-4 Hard Maple, 1s and 2s.....	19M
6-4 Hard Maple, No. 1 and 2 Common .....	20M
6-4 Hard Maple, Step Plank .....	46M

PLEASE SEND US YOUR INQUIRIES

**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

MANUFACTURERS  
"CUMMER" MAPLE  
AND BEECH FLOORING

### MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## The Cadillac Handle Co.

CADILLAC, MICHIGAN  
We Offer For Sale

5 cars 4 4 Hard Maple, 1sts and 2nds, 10 to 15% No. 1 common in it.  
7000' 4/4 Bird's-Eye Maple, guaranteed 75% 1sts and 2nds.  
2 cars Maple and Beech dimension, 2" and over wide by 12, 18, 24,  
30 and 36" long.  
1 car 6/4x6/4 Maple and Beech dimension, 12, 18, 24, 30 and 36" long.  
2 cars 4/4 Soft Elm, No. 2 common and better.  
2 cars 4/4 Basswood, No. 2 common and better, strictly log run.  
2 cars 6/4 Beech, No. 3 common.  
5 to 10 cars 4/4 Hard Maple, No. 1 and 2 common.  
5 cars 4/4 Beech, No. 3 common.  
1 car 6/4 Beech, No. 3 common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—6/4, 6 4, 8/4, 10/4, 14 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—8/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

MANUFACTURED BY

**COBBS & MITCHELL, Inc.**

Cadillac, Michigan, Dec. 1st, 1907.

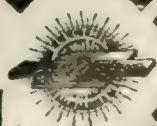
### DRY STOCK.

4 4 Gray Elm, 1's and 2's.....	60M
4/4 Gray Elm, No. 1 and 2 Common....	100M
4/4 Gray Elm, No. 3 Common.....	80M
6/4 Gray Elm, 1's and 2's.....	75M
6/4 Gray Elm, No. 1 and 2 Common....	50M
8/4 Gray Elm, 1's and 2's.....	100M
8/4 Gray Elm, No. 1 and 2 Common....	70M
12/4 Gray Elm, 1's and 2's.....	75M
4/4 Hard Maple, 1's and 2's.....	400M
4/4 Hard Maple, No. 1 and 2 Common....	750M
4/4 Hard Maple, No. 3 Common.....	35M
4/4 Hard Maple, No. 4 Common.....	7M

OUR OWN MANUFACTURE.



**COBBS & MITCHELL**  
(INCORPORATED)  
**GADILLAC, MICHIGAN**





PUT US ON YOUR MAILING LIST FOR  
**POPLAR, ASH, OAK, CHESTNUT**

NEED DRY STOCK READY TO SHIP

**LOEVENHART & COMPANY**

1st Ave. and Monroe St.

**NASHVILLE, TENN.**

**Geo. C. Brown & Co.**

**NASHVILLE, TENN.**

Manufacturers and  
Shippers of

**HARDWOODS**

Branch Office and Yards: Memphis, Tenn.

**We Want to Move**

200,000 ft. 4-4 1s & 2s Plain Red Oak.  
25,000 ft. 5-8 No. 1 Com. Plain Red Oak.  
300,000 ft. 4-4 No. 1 Com. Plain Red Oak.  
200,000 ft. 4-4 No. 2 Com. Plain Red Oak.  
500,000 ft. 4-4 No. 1 Com. Plain White Oak.  
200,000 ft. 4-4 1s & 2s Quartered White Oak.  
And 12,000,000 ft. of other Southern Hardwoods.

**LOVE, BOYD & CO.**

**NASHVILLE, TENN.**

**McCormick-Hay Lumber Co.**  
**Hardwood Lumber**

Yards: Saginaw, W. S., Mich.  
Little Rock, Ark.

Office:  
**Saginaw, W. S., Mich.**

**Goodlander Robertson  
Lumber Co.**

**Hardwood Lumber**

**Memphis, Tennessee**

**IF IT'S HARD TO GET, WRITE US**

**ALBERT HAAS LUMBER CO.**

BAND SAWED

**OAK AND RED GUM**

POPLAR AND YELLOW PINE

**ATLANTA - - - - GEORGIA**

**The Tegge Lumber Co.**

**MILWAUKEE  
WISCONSIN**

**BUYERS OF  
ALL KINDS OF**

**HARDWOOD LUMBER**

**CASE-FOWLER CO.**

**CHATTANOOGA, TENN.**

Manufacturers and  
Wholesalers of

**HARDWOOD**

and

**YELLOW PINE LUMBER**

**W. H. Dawkins Lumber Co.**

Manufacturers of Band Sawed

**Yellow Poplar**

We also handle HEMLOCK, OAK and CHESTNUT.

**ASHLAND, KY.**

# **FULLERTON-POWELL HARDWOOD LUMBER CO.**

OFFERS THE FOLLOWING STOCK  
FOR IMMEDIATE SHIPMENT

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2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and  
wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
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***South Bend, Ind.***

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SEND US YOUR INQUIRIES AND ORDERS.

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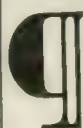
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Can ship immediately, as we have L. & N. & So. Railway tracks

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WANTED.

100M feet green White Oak Plank  
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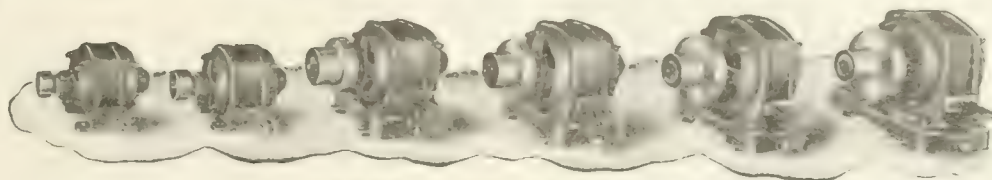
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Group of K C Motors 1/4, 1/2, 1, 2, 3, 5 Horse Power.

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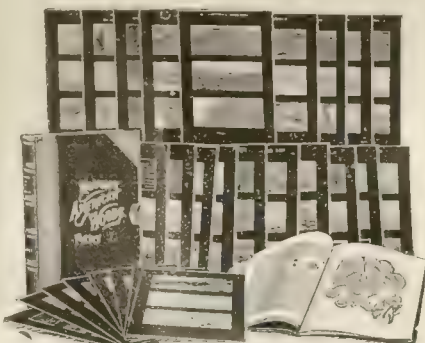
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**WOODEN CROSS-SECTION CARDS.** Blank or printed to order for all fancy and business purposes. Send for samples.

**HANDBOOK OF TREES.** Photo-descriptive. Enables one unfamiliar with botany to identify the trees and learn much about their characteristics, distribution, uses, etc.

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# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, DECEMBER 10, 1907.

No. 4.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, Editor. EDGAR H. DEFEBAGH, Manager.

7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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### Coming Association Meetings.

#### NATIONAL VENEER & PANEL MANUFACTURERS' ASSOCIATION.

The annual meeting of this association will be held at the Auditorium Hotel, Chicago, Wednesday and Thursday, Dec. 18 and 19, for the election of officers and the transaction of other important business.

#### WISCONSIN HARDWOOD MANUFACTURERS.

The Hardwood Lumber Manufacturers of Wisconsin will hold their annual meeting at Eau Claire, Jan. 15, 1908.

#### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The annual convention of the Indiana Hardwood Lumbermen's Association will be held at the Grand Hotel, Indianapolis, Jan. 16, 1908.

### General Market Conditions.

Beams of sunshine seem to be penetrating the gloom of hardwood conditions in every part of the country. The financial situation is easing up everywhere, and mills that have been shut down for weeks are now resuming operations. The wholesale manufacturing trade, which has absolutely refused to place orders except for an occasional car, for six weeks past, is now buying lumber again, and in many cases is placing quite liberal orders. The good sense manifested in nearly all the hardwood producing sections, of cutting down output or shutting down plants entirely, has had a most beneficial effect in the maintenance of values.

Minor sales have been made in the Chicago and other western markets, all through the few weeks of depression, at practically full list prices. The only serious price cutting that has prevailed anywhere has been in the East, where in some cases small opera-

tors have sold oak at \$5 off the price that prevailed six weeks ago. It is fully expected that a prompt renaissance of values will prevail in that section, as it is well known that stocks of hardwood have not accumulated to any appreciable extent for two months past. If there is not a hard scramble for hardwood before spring, at top notch prices, the HARDWOOD RECORD is no prophet. However, it is more than likely that there will be a considerably larger stock of lumber manufactured than has been anticipated for some weeks.

Logging conditions are said to be ideal in northern Michigan and Wisconsin, and with easier money it is likely that original plans will be carried out and a fair stock of northern woods put in. Weather conditions usual at this time of year in the South will prohibit any excess of lumber being produced either in the Mississippi Valley region or in the mountain districts. The situation, as far as supply and demand go, is excellent.

The export trade is in far from satisfactory shape. Stocks in all the large foreign markets are ample for requirements, and it is feared that an excess of consignments, always prevalent in times of local depression, will cause a lowering of prices on the other side of the water.

The flooring factories are all still fairly busy. In some instances there has been considerable accumulation of stock in warehouses, but the outlook for this branch of the hardwood business is excellent. The veneer and panel manufacturers are having only a fair trade, and in a good many instances have cut down time to eight hours a day, and some to less than six. There is comparatively little accumulation of advance orders, which probably is a good thing. Sales of mahogany remain very good, and the demand is fully up to the supply.

### As It Seems to Me.

At a meeting of the Board of Managers of the National Hardwood Lumber Association, held a few days ago, a resolution was adopted instructing inspectors of the association to inspect all lumber after this date in accordance with the rules adopted at the Atlantic City meeting, save in instances where proof of contract showed that sales had been made previous to December 1, and under old rules—when the latter would apply.

It would seem that the abortive attempt of two or three New York hardwood men to create a defection on the subject of inspection has merely united practically the entire association into a determination to keep faith with the public. There is evidence on all hands that the only objectors to the new rules are those who have not familiarized themselves with them, or who have ulterior motives in opposing them.

\* \* \*

In future, sellers of lumber, both manufacturers and jobbers, should exercise particular care in the terms of their sale contracts. If they will distinctly specify that the sale is made subject to the rules of either the National Hardwood Lumber Association or the Hardwood Manufacturers' Association of the United States, and that in case of dispute reinspection by either of these associations shall be final, they will find no difficulty in having the terms accepted and acceptable to at least ninety-five per cent of all buyers.

This hullabaloo about drastic changes in inspection rules, from a minority of the New York contingent, is all tommyrot! The rules of both the big hardwood associations, in force today, are practically



in accordance with inspection customs that have been prevalent for several years. There is nothing drastic about them; they are so nearly alike that by no possible chance is there \$5 difference in the money value of a carload of lumber inspected under either one.

In reading the observations of the trade press on the subject of inspection rules the utterances of the New York Lumber Trade Journal on this subject should be taken with a good deal of discretion and forbearance. It must needs be recalled that the "managing director" of this local New York newspaper is also the secretary of the local lumber association, for which service he receives \$3,600 per annum and sundry gratuities for which his hand is always outstretched. For \$6 he would defend the character of Judas Iscariot. I am ashamed to tell what he once agreed to do for \$600. And for \$3,600!—but, no—the HARDWOOD RECORD would be debarred the use of the mails!

During the last few days I am receiving a lot of inquiries from prominent manufacturers and jobbers asking for lists of foreign buyers of hardwoods, and for a good deal of other information pertaining to the export trade. These communications indicate that during this little period of dullness a good many people who have hitherto worked exclusively in the domestic business have in mind branching out into the export trade. I would call the special attention of such manufacturers to the cartoon in this issue of the RECORD. It tells the story in a nut-shell. Even in the best of times there is no "pot of gold" at the foot of the rainbow in the export trade. In all the history of the American lumber industry I defy anyone to point to a single individual or firm which has ever acquired a fortune by selling hardwood lumber in Great Britain or on the Continent. In good times there has been a living and a little profit in the business, but in every instance where a dull period has overtaken the domestic hardwood trade and amateurs have broken into the export line, it has meant loss and often ruin to themselves as well as to the people who have been educated in this line of business, and has meant demoralization of the trade abroad as well. The aggregate of consumption of American hardwoods across the Atlantic is comparatively small, and a consignment of even a few hundred thousand feet often smashes the market. The well established and legitimate foreign wood broker will not encourage new elements in the trade at this time. Business conditions abroad are not very much better than they are on this side, and I wish to hang out a warning signal that this is surely not the time for amateurs to break into the export trade.

Apparently the President's message of December 3 was issued just at the "psychical moment." Affairs commenced to look up instantaneously after the printing of the document. The President takes no backward step in his recommendations to Congress; at the same time every line of the message is marked by conservatism and good sense. When this embryo panic struck the country a few weeks ago a lot of people were prone to lay the disaster at the door of the President. Peter Dunne called the turn most admirably in one of his Dooley articles a month ago, when the philosopher of Archer avenue observed to Mr. Hennessey: "They're layin' all this trouble of thim New York financiers to Tiddy Roosevelt; they say he t'rew thim off the roof. He did nothin' of the sort—he jist give thim a swift kick as they was fallin' off!"

In brief, the advice of the President, incorporated in his message, is that people stop hoarding money and deposit it in sound banks. He favors greater elasticity in our currency system. He recommends the establishment of postal savings banks. He recommends a revision of the tariff, but commends delaying this movement for another year. He recommends that the duty be removed from wood pulp and all forest products, to protect our own forests. He believes in government control of railroads doing interstate business. He recommends additional legislation to control the trusts. He recommends compulsory arbitration of disputes between capital and labor. He recommends the extension of the eight-hour law, and regulation of the labor of women and children. He makes a strong plea for the furtherance

of plans looking to an elaborate system of inland waterways. He commends the extension of irrigation in the arid regions and the preservation of the nation's forests and grazing lands. He believes the government should control the coal, oil and gas fields. He recommends self-government for Alaska, and that the army and navy be strengthened and the pay increased.

Republicans and Democrats alike will very largely join in commending the recommendations which the President has placed before Congress.

There occasionally falls under my notice a bit of English that I would like to have all my friends read. Here is a little "salesmen's creed" that was written by Edwin Osgood Grover and would be a mighty good thing for every hardwood salesman to paste in his hat:

I believe in the goods I am selling, in the firm I am working for, and in my ability to get "results." I believe that honest goods can be sold to honest men by honest methods. I believe in working not waiting, in laughing not weeping, in boasting not knocking, and in the pleasure of selling goods. I believe that a man gets what he goes after, that one order today is worth two orders tomorrow and that no man is down-and-out until he has lost faith in himself. I believe in today and the work I am doing, in tomorrow and the work I hope to do and in the sure reward which the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition. I believe there is an order somewhere for every man ready to take one. I believe I'm ready right now.

Ernest W. Heath of Chicago makes some wise observations concerning traveling men, which are particularly pertinent to lumber salesmen. He says that traveling representatives of houses high up in commercial circles are very generally regarded by merchants in smaller cities and towns as oracles, and their views on all important subjects are listened to with avidity and frequently accepted as being practically law and gospel. Views expressed by these representatives are also naturally taken to be the views of the houses they represent, and this being so, it is important that the true opinions of principals regarding business conditions should be clearly stated to representatives, that they may be correctly reflected by these emissaries.

The traveling salesman could do more good for his house and the business of the country today, by talking the approaching renaissance of normal business conditions than by telling hard-luck stories about the paucity of his sales. It is undeniable that the senseless wave of fear which swept over the country like a plague was ephemeral in its character and has about died a natural death. The country's resources and material wealth never have been as great as they are today. Just so fast as money is coming out of hiding is business resuming its normal condition. We certainly have no long period of depression ahead of us. The country is too big, too enterprising, too prosperous for that. Every lumberman should preach to his salesmen the policy of "Keep smiling and talk optimism."

The period of association meetings is at hand, and I wish to urge upon every hardwood man the importance of attending such conferences as deal directly with his line of production. The value of association work is too well known to need a panegyric at the hands of the HARDWOOD RECORD, for by it are gained the two most desirable elements in business—the respect of the public and the confidence of competitors. Even if the times are a little hard and the future slightly uncertain, it is worth every man's while to participate in association work.

Within a few days, as noted in these columns, is to be held the annual meeting of the National Veneer and Panel Manufacturers' Association at Chicago; and in mid-January the meetings of the Wisconsin Hardwood Manufacturers at Eau Claire, and the Indiana Hardwood Lumbermen's Association at Indianapolis. During next month will also be held, at times not yet announced, an important meeting of the Michigan Hardwood Manufacturers' Association at Saginaw, and the big annual gathering of the Hardwood Manufacturers' Association of the United States.

Don't miss your association meetings. They are worth every hour and every dollar you spend in attending them.

H. H. G.



## Pert, Pertinent and Impertinent.

### Different Bait.

They fished together, he and she,  
Beside the babbling mountain brook;  
He used minnows small for bait—  
She used a sweet but saucy look.

When they quit the noisy stream  
The maiden's home they sought;  
He hadn't hooked a single thing—  
But a "sucker" she had caught.

### The Little Lawyer Man.

He was a little lawyer man,  
Who softly blushed as he began  
Her poor, dead husband's will to scan.

He smiled, while thinking of his fee,  
Then said to her so tenderly,  
"You have a nice, fat legacy."

And when, next day, he lay in bed  
With bandages upon his head,  
He wondered what on earth he'd said!

—W. O. O.

### Similarity.

The flamingo is mostly neck;  
It twists and turns a hundred ways,  
Reminding us how like we are  
To flamingoes on rainy days.

—Buff L. Now.

The stork is mostly legs,  
And therefore we'll agree  
That this odd bird is chiefly like  
A musical comedy!

—Kansas City Times.

## Foreign Hardwood Trade.

### Won't Go.

Never tell a lady  
That her dog is a  
beauty but the baby  
looks like her.

### Safe.

You may use a  
knife in cutting an  
acquaintance if you  
want to; the law will  
recognize it as emo-  
tional insanity.

### Free Advice.

The Ladies' Home  
Journal says it is not  
proper to tell a girl  
the first time you  
meet her that you  
love her. It might  
have noted that if  
you are wise you will  
not tell her so the  
last time—or any  
time.

### Stop and Think.

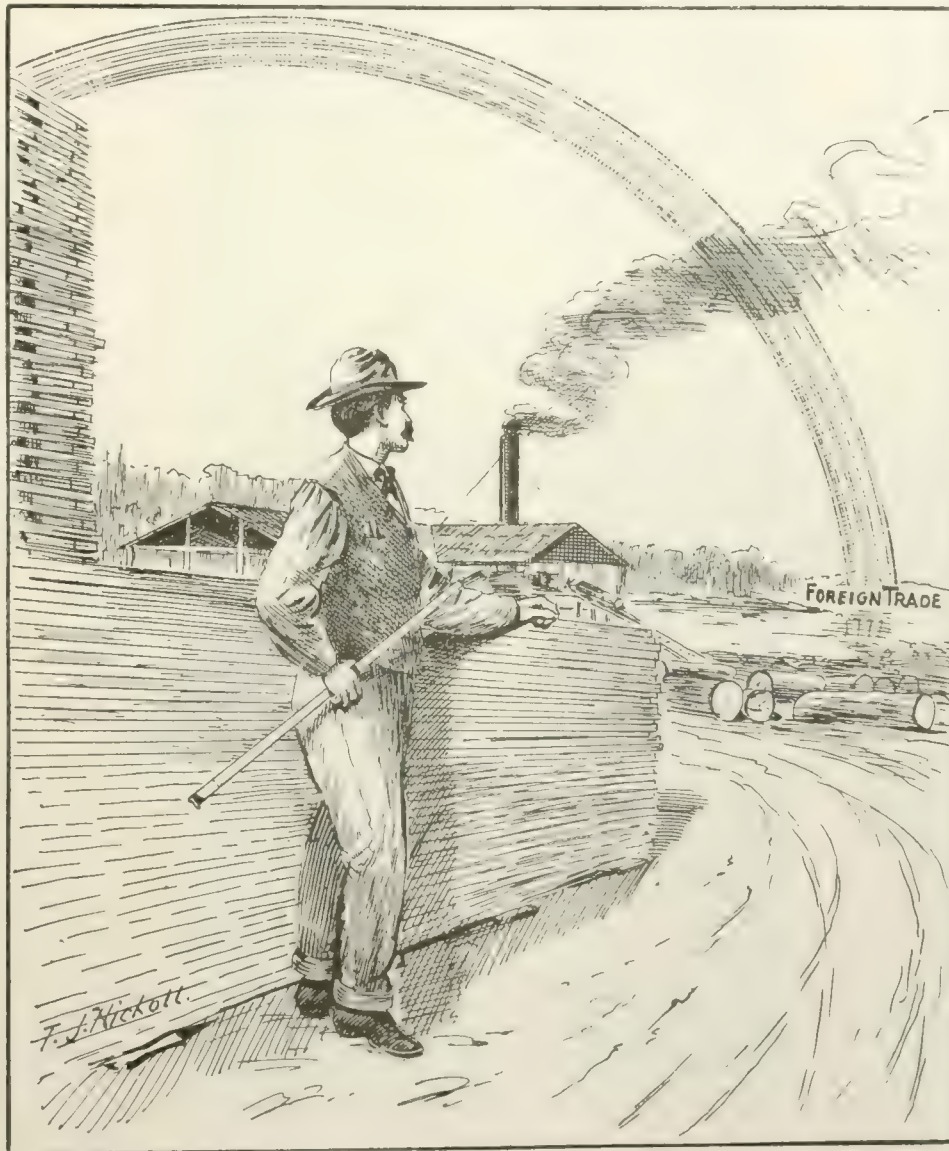
Don't tell a newly  
made widow that the  
late departed is "bet-  
ter off."

### The Test.

A woman is really  
and truly "sensible"  
if she actually does  
not care how big her  
shoes are, just so  
they're comfortable.  
(Find one.)

### All Alike.

Most of the "gold  
cures" are only plated  
and soon wear off.



**Advice to Amateurs:**—If the Export trade looks good to you just now, remember the mythical pot of gold at the end of the rainbow.

### Among the Trees.

She—I love these  
old oaks.  
He—I love yew.  
She—A chestnut!  
—Black and White.

### Chimerical.

Freedom exists only  
in our minds; nobody  
is really free.

### Should Be Ostracized.

Our idea of a nu-  
isance is a man who  
butts in when we are  
talking about our-  
selves.

### Sometimes Effective.

The first thing a  
woman does after dis-  
covering that her hus-  
band's love has grown  
cold is to go through  
his pockets in search  
of some light on the  
reason.

### He Likes It.

A man is apt to be  
suspicious if his wife  
isn't jealous of him.

### The Reason.

Some men never ac-  
complish anything be-  
cause they never find  
the easy mark who  
will put up the  
money.

### But Don't Upset It.

Hitch your wagon  
to a star; if it's the  
water-wagon, tie it to  
the Great Dipper.

### Financial Styles.

the stripes will go around the body in-  
stead of up and down.

The green goods will be made up more  
simply and with fewer trimmings than last  
season, although there will be not a few  
ruffles. Wastes will be shorter.

Fronts are not so straight as they were  
and everything will be tight, with a few  
gathers here and there. Many veils will be  
raised.

Very little velvet will be seen.

LIFE.

Blue will be the prevailing color this win-  
ter, although the standard shades of green  
and gold will still be very popular. In  
mixed goods, figures will be much smaller  
and there will not be so many checks. It is  
likely that a few stripes will be worn, but



# AMERICAN FOREST TREES.

SIXTY-SIXTH PAPER.

## Noble Fir or Oregon Larch.

*Abies nobilis*—Lindl.

The complete range of growth of this magnificent forest tree of the western United States is not positively known. It is familiar growth, however, throughout the states of Washington and Oregon, particularly along the coast mountains in southwestern Washington, in the Olympic mountains, on Solduc river, and from Mount Baker southward in the Cascade mountains. In Oregon it is found along Browder ridge, at the headwaters of the McKinzie river, in Lane county, and to the lumbermen of that state is known as larch, although it must not be confused with Montana larch or tamarack (*Larix occidentalis*), which is a small, scrubby tree in comparison, and though stronger, its timber is heavy and rather coarse-grained and dark.

Oregon manufacturers designate the tree as noble fir, preferably; also as red fir, although it is often marketed in small quantities with other lumber, as larch. In California, it is referred to as feather-cone red fir and noble or bracted red fir. The Pacific Indians call it tuck tuck.

The tree is tall, with broad, round head and stiff branches. The bark is one to two inches thick, reddish-brown, and irregularly furrowed. Its leaves are blue-green, often glaucous when young, flat and grooved; they are one to two inches long. The staminate flowers are reddish-purple; the pistillate scattered on the upper limbs.

Noble fir may be distinguished from all other firs by its large, erect cones, sometimes six inches in length, on which the bracts are bent downwards, giving the cone the appearance of a pineapple. The foliage is very luxuriant, regular and strong, all of the leaves curling upwards and so closely matted together as to look like a solid branch, when seen from a distance.

It is one of the finest timber trees in the states of Oregon and Washington, both on account of its size, quality of the wood, and clearness of trunk. The wood is light, strong, close-grained, easily worked, and takes a fine finish. The heartwood is reddish-brown; the sapwood darker. A cubic foot of seasoned wood weighs twenty-eight pounds.

The timber is absolutely free from pitch or odor. It is chiefly used as inside finish, ceiling, flooring and bevel siding. The common goes largely into boxes. One of the largest ship-building institutions on the At-

lantic coast has used it for years for the interior finish of cabins on large passenger and battle ships.

The noble fir is undoubtedly one of the most beautiful trees in the world, being very symmetrical, averaging fifty inches in diameter at the stump, and running as high as 180 feet before the first limb or blemish ap-



TYPICAL GROWTH NOBLE FIR, OREGON.

pears. An old tree is often 200 to 250 feet high, with a trunk six or eight feet in diameter. It is found on the higher altitudes of mountain ranges, and is seldom, if ever, found below 2,500 feet elevation, reaching its maximum individual development at 3,000 to 4,000 feet.

It does not grow in a pure stand and there are only a few bodies of timber known to lumbermen, where the percentage of noble

fir or Oregon larch is large enough to warrant its being classified by itself as a specific product. As a general thing there are but a few scattering trees found intermingled with other Pacific coast conifers. Lying so well up in the mountains, it is usually a long way from transportation, and consequently very little of it has been reached by the operator.

In fact there is but one concern which has made a specialty of Oregon larch, as far as the HARDWOOD RECORD knows. This is the Bridal Veil Lumbering Company of Portland, Ore., which owns a tract containing about 600,000,000 feet of timber on Larch mountain, about thirty miles east of Portland. Twenty-five to thirty per cent of this tract consists of Oregon larch, and the company has been marketing it in the middle West and East for many years. The accompanying illustrations are from photographs made on its property.

## Lumbering in Korea.

The principal lumbering region in Korea is in the extreme north, along the banks of the Yalu and Tumen rivers, writes Consul W. D. Straight from Mukden. Southeastern Manchuria, touching the same streams, is also heavily wooded. The lumbering industry has not been developed on the Tumen river or Pacific slope, but has for some years yielded considerable profits to those engaged therein along the Yalu. Large quantities of timber are annually floated down the Sungari river, which rises near the sources of the other streams mentioned, flowing through the same forest-clad country to the northwest, while the Yalu flows southwest and the Tumen southeast.

In the general readjustment which followed the termination of hostilities with Russia the Japanese, in their treaties with both China and Korea, arranged that the forests on both banks of the Yalu should be reserved for exploitation by Japanese-Korean and Japanese-Chinese companies. By special agreement with the emperor of Korea the Japanese now

exercise practically absolute control of the timber industry in northern Korea. The provisions of the treaty with China have not yet been carried out, and there is considerable friction regarding the interpretation thereof. It is probable, however, that the outstanding differences will eventually be settled and that the joint stock company will be floated.

The forests are located about 300 miles upstream, and the timber felled by native







CLARENCE R. MENGEL

LOUISVILLE, KY.



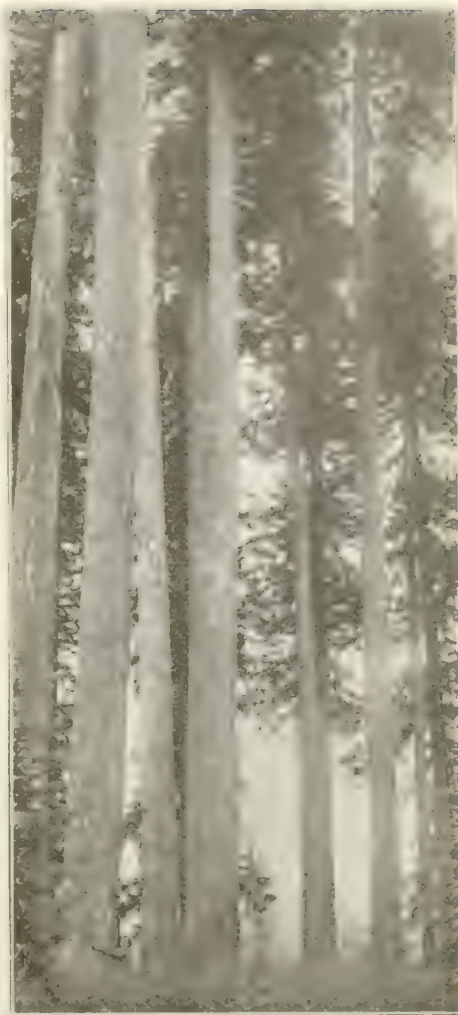
FINE SPECIMEN NOBLE FIR, 180 FEET TO FIRST LIMB, OREGON.

lumbermen is trimmed and floated down stream during the spring, summer and early autumn. Sticks are generally 8, 16, 24, and occasionally 32 feet long—rarely exceeding the latter length—and about 10 by 8 inches throughout. Larger logs are the exception. The annual output has in the past averaged 2,000,000 and over, estimated in 8-foot sticks.

Ninety per cent of the output consists of pine, generally of excellent quality. The woods are red pine, yellow pine, white pine, sand pine, oil pine, red elm, yellow elm, oak, walnut, "lemon" wood, small willow, "color" wood (logwood?), yellow arbor vitae, and a tree "with fruit like a shaddock." These names are in many instances literal translations from the Chinese.

It is undoubtedly the purpose of the Japanese interested in the formation of the timber company on the Yalu to place their timber on the oriental market. A scientific plan for felling and conserving the forests will be followed, and in addition to the sawmills, which now handle only a small proportion of the total amount of timber rafted downstream each year and which have been established at Antung, New Wiju and Yongampho other and larger works will be operated. Yalu timber has never been properly seasoned, and the sawmills date only from the time of the occupation of this region by the Japanese forces. For the past two and a half years they have been engaged solely in supplying the wants of the military authorities and not attempted to place their product on the market.

Inasmuch as 3,099,613 cubic feet of hardwood, valued at about \$1,000,000 United States gold, and 170,247,345 square feet of soft wood, valued at about \$3,000,500 United States gold, were imported into China during the year 1906, it is reasonable to suppose that the operation on the Yalu of a large and well-organized timber company will appreciably affect the sale in China of foreign lumber.



GROUP OF NOBLE FIR OR OREGON LARCH TREES, OREGON.

## Builders of Lumber History.

NUMBER LVII.

Clarence R. Mengel.

(See Portrait Supplement.)

Clarence R. Mengel is not a southerner, as many people think, but was born in Gloucester, Mass., in the early sixties, where his father was in the cigar and tobacco business. When he was one year old the family moved to Brooklyn and the father entered the leaf tobacco business in New York City, continuing in it a number of years.

Getting closer from time to time to the manufacturing end, C. C. Mengel, Sr., finally started a plug tobacco factory at Louisville, Ky., and his boys, Charles C. and Clarence R., worked with their father in the factory. It was the growing need for tobacco boxes that occasioned these two young men, one 18 and the other 19 years old, to start making boxes for the firm.

This was a primitive business at first, but they soon "caught on," and purchased shooks from the Saginaw Valley country, so that it was not long before C. C. Mengel, Jr., had a factory at Bay City, and C. R. became the local manager at that point. The foreman found it necessary to appeal to him so

often for supplies that he finally became purchasing agent for the institution. Lumber was plenty and money was scarce, so C. R., with his persuasive way, soon separated the old-time lumbermen from their stock and his personal taste being toward the lumber end, he became quite an active factor, jobbing in a small way, as well as furnishing lumber for the Bay City factory.

In the meantime the main factory at Louisville had grown and waxed fat. C. C. Mengel, Jr., was managing the business and making progress, although having a hard struggle at times. It was in the early eighties that they became boxmakers to "The Duke," otherwise known as the American Tobacco Company. Their lumber business had extended so by this time that Clarence R. Mengel came to Louisville, and in '84 the firm name was changed to C. C. Mengel, Jr., & Brother. Shortly afterwards A. W. Wright of Alma, Mich., became a partner and the firm was then known as C. C. Mengel, Jr., & Brother Company.

They operated mills in Tennessee and became large factors in the poplar and oak

trade, enlarging this end of the business from year to year. When their poplar and oak operations necessarily became less extensive, owing to the scarcity of timber, they took the other side of the market, buying largely in hardwoods and exporting to all parts of the world.

"The Duke" then began to realize that he was up against the real thing in purchasing boxes and like all wise men took the Mengels into the fold and tried to make a tobacco man of C. C. Mengel. So the American Tobacco Company purchased an interest in the Mengel Box Company, which succeeded to the box and timber end of the C. C. Mengel, Jr., & Brother Company—and they purchased a new site for a distributing yard, with the idea of manufacturing lumber in the city of Louisville. C. R. Mengel was elected president of the original company, C. C. Mengel giving most of his time to the management of the Mengel Box Company, although always giving the benefit of his advice to the lumber business as well.

Visits to the quays and markets of the



world attracted the Mengels to the mahogany line. The writer says "the Mengels"

although this is ostensibly a story about Clarence R. Mengel—because the business life of these two brothers is so interwoven that it is difficult to distinguish the achievements of one from the other. To illustrate the perfect accord which exists between them, Clarence R. Mengel once said, "You know C. C. is the larger owner of this business, and I am very proud of the fact that he is. I don't begrudge him anything. He's the best fellow on earth!" Although Clarence, being the younger brother, keeps himself in the background at times, there is no man connected with the lumber business who is more popular, and none have more real friends and more nice things said about them than have the Mengel boys.

Their mahogany operations are located in Africa and British Honduras. They own their own timber, do their own logging, are personally interested in the transportation facilities, delivering their logs to the ports of New Orleans and Mobile. They then ship by rail to Louisville, where they have a splendidly equipped band sawmill and veneer operations for putting their fine mahogany timber into the beautiful red lumber which seems to be the rage at present, for interior finish as well as for fine furniture. It took their house only a few years to become one of the largest factors in the mahogany business of the world. No matter whether it be interior finish of some private car, an auto-

mobile body, or some suite of furniture—if one happens to be about most anywhere with one of their salesmen, he will point to some of the Mengel lumber which he recognizes.

These operations and the success attendant upon them in so short a time have been largely attained by the management of C. R. Mengel, who once each year visits the company's holdings in Honduras, giving his personal supervision to the logging as well as the manufacturing end of the business.

Mr. Mengel is a man of family, having two boys who will soon be factors in the business themselves, one 12 and the other 15 years old. He makes his home in an old-time southern mansion—arranged on modern lines—on Third street in Louisville. He is a member of the Pendennis and other prominent clubs, although not ostensibly a club man.

Clarence R. Mengel is a man who knows how to figure carefully all phases of his business, and keeps in close touch with the details of it every day. The officers of the company are C. R. Mengel, president; C. C. Mengel, vice-president; Arthur L. Musselman, secretary. Their sales apostles of good mahogany are Baron Julius Spicker and F. E. Procter. The annual output of fine mahogany produced by this great concern totals probably 12,000,000 feet.

Many of the readers of the *HARDWOOD RECORD* are personal friends of Clarence R. Mengel, and to those especially the accompanying portrait will be a welcome reminder of him.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the *HARDWOOD RECORD* clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Who Has These Copies?

CINCINNATI, O., Nov. 26.—Editor *HARDWOOD RECORD*: Our files of the *HARDWOOD RECORD*, and consequently our articles on American Forest Trees, are complete to date with the exception of May 10 and 25, 1905; June 25, 1905, and July 25, 1905. If you know of any place where we can get these four copies we will appreciate the information.—WM. H. PERRY LUMBER COMPANY.

If anyone happens to have these copies of the *RECORD*, and will mail or express them to the above concern, it will be a favor.—EDITOR.

### Rolling Hoops.

WEST CHESTERFIELD, MASS., Nov. 25.—Editor *HARDWOOD RECORD*: Kindly give us the names of some of the leading firms of your city which are wholesale dealers in woodenware and toys, and which you think might handle children's rolling hoops.—MANUFACTURING COMPANY.

Anyone interested in above inquiry may have the address of correspondent on application.—EDITOR.

### Who Wants Willow?

CAIRO, ILL., Nov. 25.—Editor *HARDWOOD RECORD*: We noticed an inquiry in your paper several issues back from one of your correspond-

ents either in Belgium or Germany asking for white wood for creamery purposes. We have had an offer submitted to us recently to acquire a lot of willow along with other lumber and want to get some information in regard to the market on this stock, what purposes it is used for, etc. Will you kindly write us, giving the desired information, and put us in touch with the consumers of this wood?—LUMBER COMPANY.

We have replied to the above correspondent, mentioning the chief uses to which willow is put—for bats, lapboards and wooden limbs—and giving him the names of several consumers. Anyone interested may have the address on application.—EDITOR.

### Historical.

A correspondent of the *RECORD* wants to know the name of the man who first cut quartered oak and at what place in Indiana. This distinction is claimed by several, but quite generally it is conceded that the first man to saw quartered oak was the late H. Herman, at his Evansville plant. Some claim that Hoffman Brothers at Ft. Wayne were the first. It is a mooted question, and if anybody really does know should be glad to have the information.—EDITOR.

### Foreign Woods.

NEW YORK CITY, Nov. 25.—Editor *HARDWOOD RECORD*: One of our clients in the South desires information respecting the importation into this

country of mangrove bark, logwood, boxwood, lignum vitae, etc., and has asked us for the names and addresses of half a dozen or more importers or manufacturers who are likely to be interested, also for the range of prices during the last two months, and what quantity of each has been sold. Can you supply us with such details? If so, the information will be much appreciated. They ask also what time of the year mangrove bark is most in demand.

The above questions are so much out of the ordinary lumber line that a reply from one versed in the trade referred to will be appreciated.  
—EDITOR.

### History of the Lumber Industry.

For a number of years students of lumber affairs have realized that our forest resources are fast approaching exhaustion, and that something must be done, and speedily, to conserve those which are left to us. But it is only lately that the general public has commenced to awaken to this great fact and to an understanding of the important part our forests have played in making this country what it is today. Even to those well versed in such knowledge and comprehension, the *History of the Lumber Industry of America*, by J. E. Denebaugh, volume II of which has just been published by the American Lumberman of Chicago, will prove an eye-opener.

Volume I of this work was of general character, treating as it did of early explorations and settlement, geography, primitive forests, public land policy, trade matters and statistics. The new volume covers the lumber history of individual states from pioneer days down to the present time, beginning with Maine and considering separately and exhaustively the New England states, New York, New Jersey and Pennsylvania. Not only does it cover the practical and statistical portions of lumber lore but touches as well upon the romantic and picturesque side of camp life and the difficulties surrounding lumbering in the early days.

The work shows that our modern statesmen are not the only advocates of timber preservation which the country has known, for colonial history is replete with legislation to that end. It shows that the denudation of the forests was a live subject and a threatening danger decades ago, and that Nature nobly saved us from such disaster, so that timber still covers a great portion of the eastern country today. Thus is the light of history thrown upon this great national question as a guide for the future, and it may be deduced that with the aid of popular sentiment and legislation, scientific methods and past experience the continuance of the great lumber industry is assured for an indefinite period.

The volume includes brief biographical mention of men who have played an important part in the development of lumber affairs, and in fact throws so many interesting side lights upon the subject that it is impossible to do it justice in this brief review. It shows extensive and careful research into historical data, and infinite painstaking in leaving no stone unturned which could possibly reveal something of interest and value or contribute one detail to the completeness of the work.

The author's knowledge of his subject is well known to lumbermen the country over, and for that reason the work may be considered authoritative and invaluable to the student of lumber affairs; indeed it may well be regarded a "labor of love," rather than a commercial proposition in any sense.

Dispatches from Cairo, Ill., announce the incorporation of the Schuh-Mason Lumber Company by J. P. Schuh, O. E. Mason and H. S. Candee. The capital stock is \$25,000, and the company will manufacture lumber from stumpage which it owns in the South. The main office will be in Cairo.



# Annual Northwestern Hardwood Lumbermen's Association.

The annual meeting of the Northwestern Hardwood Lumbermen's Association was held at St. Paul, Minn., on the afternoon and evening of Dec. 3. The business session was held in one of the club rooms of the Carling café, opened about two months ago, and a banquet, voted one of the best in a long list of successes, was served at 6:30 p. m. in the Louis XVI. dining room. This was followed by a theater party at the Orpheum. The St. Paul committee, which made arrangements for the entertainment, consisted of F. A. Nolan, W. C. Stanton and A. E. Peterson, and it received a hearty vote of thanks.

## The Railway Conference.

The long planned conference with railroad officials on the question of overweight claims took place at 10 a. m. in the "Soo" general offices in Minneapolis. The association's railroad committee was reinforced by several other lumbermen, the delegation at the meeting including President D. F. Clark, A. H. Barnard, P. R. Hamilton, W. H. Sill, E. Payson Smith and A. S. Bliss, of Minneapolis; and F. A. Nolan, A. E. Peterson and W. C. Stanton, of St. Paul. F. E. Becker, of Chicago, chairman of the Western Railway Weighing Association, was present, and most of the northwestern railroads were represented by their general freight agents.

The lumbermen presented their complaints in telling fashion. They showed how inconsistent the weighing association is in its treatment of claims and they had the facts at hand to prove every statement. Their main contention was that claims should be settled on the basis of estimated weights, and Mr. Becker was forced to concede that the association table of weights was fair. He did not promise anything, however, except to give personal attention to a number of old claims now hanging fire. The railroad men were hinting at concessions on the side, but gave no assurances in the open meeting, and the lumbermen felt they did not accomplish much except to state their case. They discussed future action in the meeting of the association, and agreed not to let the matter rest anywhere till some just basis of settlement is reached.

## Opening Business Session.

The association convened for its nineteenth annual meeting at St. Paul in the afternoon, the call for order being given shortly after 4 p. m. by President Clark. He congratulated the association on passing another milestone in its career of usefulness, and spoke of the influence and standing it has attained. He took up the establishment of National inspection here about six months ago, and said that so far it had given satisfaction on the whole. While the expense to date had exceeded receipts, he stated that he believed this business would grow.

President Clark reviewed the controversy as to overweights briefly, and also spoke of the

current business situation as darkness just before a brighter dawn. He thought it the duty of the members as business men to take a hand in dispelling the gloom that depresses so many. He closed by thanking the members for the splendid support accorded him during his year as president.

## Report of the Secretary.

J. F. Hayden, as secretary, then read his report, covering the work of the organization during the past year by a review of the various meetings held during that time. He stated that last year the association has been especially beneficial to the trade of the Northwest in that it had been instrumental in securing a National inspector for that territory.

Mr. Hayden reviewed the progress thus far made in the matter of overweight claims and stated that he believed the lumbermen would be eventually successful in this undertaking. His report showed the membership of the association to be steadily increasing, the last year having added the names of five prominent hardwood concerns of the Northwest.

## The Association's Finances.

C. F. Osborne, treasurer, presented a report showing receipts for the year of \$162.85, of which \$10.72 was the balance from last year,



D. F. CLARK, MINNEAPOLIS, RE-ELECTED PRESIDENT.

\$25.86 in grading fees, \$69 in dues, \$13 received from members for plates at dinner, and \$45 from an assessment on the members for the April banquet. Disbursements were \$169.43, leaving a deficit of \$6.57. This was made up before the afternoon was over by payment of new dues.

## Report of Railroad Committee.

Frank A. Nolan was called on for a report from the Railroad Committee, and spoke of the meeting with the railroad officials, expressing the belief that it would result in good to the association. He thought the faults of the weighing system had been brought up so forcibly that the committee of freight agents would report in favor of a plan of settlement on the estimated weights, which Mr. Becker admitted in the meeting were fair.

A communication was read by the secretary from the Oregon & Washington Lumber Manufacturers' Association, urging adoption of a resolution similar to theirs, favoring a law to prohibit the raising of an interstate rate where objection is made, without a hearing of the parties by the Interstate Commerce Commission.

The passage of such a resolution was favored in short talks by F. A. Nolan, F. H. Lewis and W. C. Bailey, and a resolution modeled on that of the Oregon association was carried unanimously. It reads as follows:

WHEREAS, The interstate commerce law now in effect does not contain any provision whereby a hearing is required before a change in any interstate freight rate may become effective, and

WHEREAS, Experience has fully demonstrated the urgent necessity for an amendment to remedy this serious defect; therefore, be it

Resolved, By the Northwestern Hardwood Lumbermen's Association, that at the coming session of Congress an amendment be offered and its adoption strenuously urged, providing substantially that when any railroad company seeks to advance or lower any interstate freight rate, or change the classification of any commodity, it must, if objection be made thereto, receive the approval of the Interstate Commerce Commission before such rates or changes in the classification shall become effective. Be it further

Resolved, That a copy of these resolutions be sent by the secretary to each senator and representative in Congress from Minnesota and their support urged to such an amendment.

F. H. Lewis, reporting for the Arbitration Committee, explained that there had been no work for them since the assignment of a National inspector to this territory. In the early part of the year the local inspectors passed on sixteen cars, and \$71.18 in fees were taken in, of which the inspectors received \$63.94 for their services.

F. A. Nolan brought up the question of a resolution indorsing the improvement of deep waterways. After talks on the subject by D. F. Clark, A. H. Barnard and W. C. Bailey, Mr. Nolan was directed to prepare a resolution similar to the one drafted by him at the Atlantic City convention of the National Hardwood Lumber Association, to be sent out as the sense of the association.

## Reelect Old Officers.

The election of officers came next, and the chair was empowered to appoint a nominating committee of three. He selected W. C. Bailey, F. A. Nolan and F. H. Lewis. They presented a report favoring the reelection of all the retiring officers and committees, and it was carried unanimously, the secretary casting the ballot of the association for each one named. The list follows:

President, D. F. Clark; vice president, A. H. Barnard; treasurer, C. F. Osborne; secretary, J. F. Hayden; Arbitration Committee, F. H. Lewis, P. R. Hamilton, S. H. Davis, F. A. Nolan and A. E. Peterson; Membership Committee, W. C. Stanton, I. P. Lennan and E. Payson Smith.

Before adjournment there was some discussion of market conditions, which brought out the fact already well known that dry northern hardwood stocks are extremely scarce. The overweight question was also "cussed and discussed" and the general sentiment was that the endeavor to get a just system of allowing claims would not be allowed to drag, but would be pushed vigorously with all the means at the disposal of the association.

The business meeting closed at six, and the members sat down to a well appointed feast in Carling's banquet room. It was entirely informal and without any attempt at after-dinner oratory. From the banquet table the party adjourned to the Orpheum theater, where they had seats in a body and thoroughly enjoyed a vaudeville performance.

## Attendance.

Those present at the meeting were:

D. F. Clark, Osborne & Clark, Minneapolis.

A. H. Barnard, Minneapolis.

F. A. Nolan, St. Paul.

W. C. Stanton, Stanton-De Long Lumber Company, St. Paul.

George De Long, Stanton-De Long Lumber Company, St. Paul.



W. C. Bailey, Minneapolis.  
 C. L. Osborne, G. S. Osborne and H. A. Walker, Osborne & Clark, Minneapolis.  
 F. H. Lewis, F. H. Lewis Lumber Co., Minneapolis.  
 A. E. Peterson, A. E. Peterson Lumber Company, Minneapolis.  
 W. H. Sill, Minneapolis Lumber Company, Minneapolis.  
 P. R. Hamilton, Minneapolis Lumber Company, Minneapolis.  
 J. P. Lennan, I. P. Lennan & Co., Minneapolis.  
 N. C. Bennett, N. C. Bennett Lumber Company, Minneapolis.

## The Handle Association.

Interest in the new Handle Manufacturers' Association of America continues to grow, as evidenced by the numerous inquiries and applications for membership which are being received by the secretary, Henry H. Gibson, from day to day. The several vice-presidents, representing the hickory, ash, and maple and minor woods divisions, have taken up the work vigorously, as have the committees, and it is only a question of time when they will be able to accomplish a great deal of good for the trade. Their efforts in the way of preparing statistics, market reports, etc., will be greatly furthered if handle manufacturers, particularly members of the association, will but respond frankly and freely to any requests for information they may receive from the secretary—which will be held in strict confidence at all times. If they will cooperate in this way the committees will doubtless have some interesting reports to make by the time of the next meeting.

There should be no hesitancy on the part of those who style themselves "only small manufacturers" about coming into the association. In fact, it is these very people who are hardest to line up, because they are scattered, are not in touch with the large markets to any extent, hence are willing to take most any price they are offered for their goods lest somebody undersell them—and who thus do more to demoralize the trade—unintentionally and unwittingly, of course, than any others. This association should in no wise be considered an alliance of the "big bugs" in the trade, as indeed the larger manufacturers cannot possibly be as great gainers from the alliance as the smaller ones. They usually have their whole business systematized in a manner that insures them more profit; they know exactly what they can afford to sell handles for, and in the majority of cases stick to first quotations. If the small manufacturers will but enter into this educational campaign they cannot fail to be benefited by it, as this has been the history of association work in every branch of the lumber trade.

Another argument against joining, which is urged by some manufacturers, is that they make handles for their own use exclusively. Even so, they may still find great value in the organization, inasmuch as one of its

E. Payson Smith, Payson Smith Lumber Company, Minneapolis.  
 A. S. Bliss, Payson Smith Lumber Company, Minneapolis.  
 W. C. Mender, Hawkins Land & Lumber Company, Minneapolis.  
 F. M. Bartelme, Minneapolis.  
 H. M. Halsted, Halsted & Booraem, Minneapolis.  
 Charles Oliver, Minneapolis.  
 P. Peterson, with W. C. Bailey, Minneapolis.  
 L. J. Lloyd, with F. M. Bartelme, Minneapolis.  
 J. F. Hayden, secretary, Minneapolis.

prime objects is to teach manufacturers the actual cost of production, so that whether they sell merely the handle or the completed tool, they will learn to ask a price at least approximately near its actual value. One of these tool concerns recently wrote stating that they have all the timber and facilities for manufacturing handles for other trade than their own, and that if manufacturers would but make prices on all classes of handles "within the line of common sense" they would be only too glad to join with them.

The handle association has a big field for effort, and a vast amount of work to do.

### Handle Notes.

The Blackstone Handshaved Handle Company of Blackstone, Va., members of the new association, suffered the loss of their entire plant by fire the morning of December 3. It is probable that the factory will be rebuilt in the near future.

Paul T. Cheriton, manufacturers' agent for hickory and ash handles at 62 Reade street, New York, has made an assignment to Chas. A. Hauck. The business was started thirty years ago by his father, T. T. Cheriton, who died in June of this year.

The handle factory of the D. B. Kelly Company at Lucas, Mich., near Cadillac, was destroyed by fire recently. It was well insured. About thirty men were employed. The plant will be rebuilt at once on the old site, as Mr. Kelly owns timber within easy hauling distance of Lucas, and has side tracks and other accessories conveniently located there. The factory had recently been repaired, preparatory to starting in on the winter run, and it is a matter of great inconvenience that the fire should occur just at this busy season.

Fire in the storeroom of the Piqua Handle Company at Thompsonville, Mich., entailed a loss of about \$5,000. The burned building was a recent addition to the plant, and stood about twenty feet from the main factory, which was a fortunate circumstance and undoubtedly the only thing that prevented destruction of the rest of the plant.

A handle plant has been started by G. W. Pittman and associates, said to be Indiana handle manufacturers, at Denison, Texas. For a time the plant will make only handles, but later it is planned to add machinery for the manufacture of butter tubs, baskets and boxes. The factory will turn out 4,000 handles a day, largely ash.

## Floating Saw Mills.

For more than twenty five years floating sawmills of various types have been employed in various parts of the United States. They have been mostly in evidence on the streams of the south, but one notable ex-

Tenn. It is called "The Clipper," and is equipped to do sawing, planing and light towing. J. M. Baker, master of the steamer, writes the RECORD as follows:

"Concerning our sawmill boat, we will say



THE CLIPPER FLOATING SAWMILL OWNED BY BAKER BROS. OF CLIFTON, TENN.

ample was built and operated on Puget Sound some years ago.

Pictured herewith is the type of steamboat sawmill owned by Baker Brothers, of Clifton,

that its hull is 133 feet long, 25 feet wide and 3½ feet deep. It draws 24 inches of water. It is a stern-wheeler, with engines 91½ by 42 inches, and has one steel boiler.



The sawmill engine is 12½ by 12 feet. It is equipped with a Blandy sawmill, with 60 feet carriage and four head blocks. The boat carries one heavy planer, double surfacer and matcher combined.

"In sawing on the Tennessee river we have the logs rolled into the stream and we pull them on the boat with a bull wheel. We make from \$25 to \$40 a day sawing by the thousand, and get \$4 for sawing softwoods, \$5 for hardwoods. We believe this the best way to sawmill along every river. We can go to a pile of logs and can be at work in fifteen minutes. The sawdust and slabs make all the fuel we need, and we are obliged to use but one boiler.

"There is plenty of room on the boat to handle three or four small bench saws for cutting small stuff. The speed of our boat is about six miles an hour up stream against a four-mile current. It readily handles a loaded barge of lumber. We have been op-

erating on the river twenty-eight years with this equipment."

While the letter does not so state, the RECORD believes that the planing mill equipment is located on the upper deck of the craft, which also affords room for the housing of the crew and sawmill operators.

From the foregoing statement of Master Baker it would seem that steamboat sawmill equipments might be profitably employed on a good many of the southern streams where there is a sufficient amount of water for operation twelve months in the year. The difficulties encountered in towing many varieties of southern hardwoods are well known, and a modification of this sort of mill should enable operators to pick up timber lying close to the waterways without suffering the usual loss from sunken logs, and also eliminate the expensive towing charges. A rig of this sort could be built to do its own skidding, and the lumber product could be loaded on barges and easily towed to suitable piling and shipping ground.

## Relief of the Financial Situation at St. Louis.

Last week the St. Louis papers announced the return of Adolphus Busch from Europe, and that he would meet with the bankers and financiers of that city and devise a way to immediately relieve the financial situation. Although no St. Louis paper saw fit to publish the proceedings of that meeting, we believe that we violate no confidence when we publish the observations of our special reporter.

The meeting was called to order and the bankers present were with difficulty persuaded to occupy front seats—they were all so shy. Mr. Busch, after being introduced, said in part:

"My friends, I am glad to be with you once again. Sent Looney owes me much. Why? Who was it that put Sent Looney in everybody's mouth? I did. How? Prinz Holzkopf to me said, 'Herr Busch, where do you live when you are not with your son-in-law at home?' I said, 'In Sent Looney.' 'Where is that?' said he. I answered, 'Your Highness, that is the burg down by my brewery where I make Bud.' His Highness got weiser soon yet.

"While I was washing the Missouri river mud from my liver out at Baden-Baden came word that trouble was brewing in Sent Looney. I was mad. I could not understand, as I left orders to brew nothing but Budweiser, while I was away. So I quick hops the train on and catches barely the boat and here am I to save you.

"What do I find? No business, no money, no circulating medium of any kind but this Johann Schmidt check business, and no one knows Johann Schmidt and all are afraid to trust him. He is not willing to endorse his own checks. But I am here to relieve you, my fellow citizens.

"What you need is an unfailing supply of

something that will circulate without question or effort; something that everybody wants and will accept on presentation and not question its goodness; something that if endorsements are required, has them of the strongest; something that will take the place of money and the more you absorb the richer you will feel; something good at all times the world over.

"My friends, I am here to supply you with an unlimited quantity at once. What is this—your salvation—in this time of broken rest and fortune?

"Budweiser!!!

"The free and unlimited coinage of Budweiser will swell the circulation and relieve the stringency.

"What is there to the endorsement of the unidentified Johann Schmidt on a piece of

home-made money in comparison to the following unsolicited endorsements of my product? Listen while I read yet a few:

"Dear Busch: You are a better man than I am. I can make money but not Budweiser, while you can make both.—John D. Rockefeller.

"A. Busch, St. Louis: Everything going to smash. The signs indicate an increased sale of Budweiser. I am putting it down in Kansas.—Carrie Nation."

"Dear Brother in Reform: I have found places where Budweiser brings as high as ninety cents premium on the bottle. Yours for purity, Rev. Lindsey."

"My dear Busch: Case of Bud came this morning. On tasting the first bottle His Excellency exclaimed, 'Bully! Deed-lighted! This is hay, oats and a curry comb! Send two pints to Fairbanks! Loeb, Secretary.'

"What does Government Chemist Wiley discover in Budweiser and in this Johann Schmidt funny business? I will read:

"Analysis of bottle of Budweiser No. 698,470,657,213,811, Series K:

Foam and Bubbles.....	37.02%
Profit .....	58.17%
Hopobarleycicene .....	4.81%

Temperature, 38° F.	100.00%
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Analysis of Bank of Converse Johann Schmidt No. 75642:

Oxygen .....	19.64%
Nitrogen .....	78.17%
Smoke and other impurities..	2.19%
Rocks—a trace.	—
Temperature 147° F.	100.00%

"Kaiser Wilhelm once said to me, 'Herr Busch, you have a mint.' Now I know that he was not joking. Come on, gentlemen, with your bonds, mortgages and good collateral and I will furnish all the circulation you need.

"Ach! I haf talked too much! Let us go bei die brauerei, yes?"

A motion was made and carried to exclude reporters and go into executive session and this paper, up to date, has no more authentic information.—C. D. B.

## A Kansas Old Settler and a Veteran Walnut Tree.

It is with a feeling of sadness that the lover of trees learns that the last veteran walnut in Kansas has fallen. This gigantic tree was owned by Thomas Parent, one of the first settlers in the Sunflower state. He came west when a young man twenty-two years of age from Ohio to seek his fortune in the new country. He took up a claim on Big Sugar Creek, in the eastern part of the state. It was just a half century ago on Aug. 29 that he halted his prairie schooner and kindled his camp fire on the one hundred and sixty acres of land, now in Linn county, Kansas. Here he determined to remain and build for himself a home, and he has since that time, up to his death which occurred recently, lived continuously on this same quarter section, on

the banks of the beautiful stream known as Big Sugar Creek. This name is especially applicable, as there are many hard maple or sugar trees along its banks, and scattered over its wide and fertile bottom lands. Sugar Creek is one of the main tributaries of the Marias de Cygne River, into which it empties at a point near the little sleepy town of Trading Post, where the early pioneers carried on an extensive trade and traffic with the Indians.

During a conversation which I had with Mr. Parent several years ago he said that when he came to this part of the country the region was open for settlement and he had choice of prairie or timber land, and that it was on account of these stately sugar trees



that he decided to settle on this particular stream. He said that when he was a small boy, back in the old state of Ohio, the sugar camp on his father's farm was the most desirable place on earth so far as he was concerned. The graceful maple standing all about, and down in the woods where the fresh winds its crooked course, was the old shed with its rickety clapboard roof. Under this shed was the long furnace, rudely built of mud and stones, on which was placed the row of large iron kettles in which the sweet sap was reduced to a delicious syrup. This was a fond recollection to Mr. Parent. He spoke of the sugar troughs made of half sections of linn logs, twelve to fourteen inches in diameter, and thirty inches long, chopped out with an axe. In the early springtime, when the quickening sunshine caused the sap to flow, one of these troughs was placed at the base of every tree, and elder or sumach spiles inserted in small holes bored in the trees to direct the flow of the sap, drop by drop, to the trough below. The trusty old horse, the sled and barrels for collecting and hauling the sap to the furnace, and the boiling and skimming and cooling of syrup and sugar—all were familiar scenes to him. It was the hope of duplicating these experiences at his new home in the west that led Mr. Parent to settle on Big Sugar Creek. There was another attraction that appealed to him very strongly in locating here, and that was the abundance of fine walnut timber. When he built the rude cabin of small logs in which he lived while holding down his claim, he selected a site shaded by the spreading branches of a great walnut tree.

This fine old tree was cut down recently. It is safe to say that it was the last big walnut in Kansas. There is not another large specimen of the original growth of walnut

trees now standing within the limits of the state.

I have dealt in walnut for years and was anxious to purchase this choice piece of timber. Several times I visited Mr. Parent with the hope of being able to persuade him to sell this valuable tree. On one occasion I offered him \$225 for the tree, just as it stood in his front yard, promised to fill up the great hole which would be made by grubbing, burn all the limbs or refuse made, stand for all damage to his buildings or fences that might



THE OHIO SUGAR CAMP THE OLD SETTLER LOVED.

occur, and leave the premises in as clean and neat condition as before the tree was felled. All these promises failed, however, to cause the old man to give up the tree. He declared that it should never be cut as long as he lived. He had lived under its sheltering branches for years—when the rude log cabin was outgrown a more commodious and comfortable residence was erected on the same spot and here he had passed the best part of his life. He had acquired an almost unnatural attach-

ment to the tree and felt that he must dwell under its shelter the remainder of his days. The tree was not cut till after his death.

This veteran walnut was widely known as the Toy Parent tree, taking the name of its owner. According to a correct count of the annual rings shown where it was sawed off at the butt, it had grown for two hundred and eighteen years, there being that number visible. Close to the surface of the tree they became very thin and a little less than one-half of an inch from the bark disappeared entirely, and there was scarcely any sap wood at all, showing that the tree had practically ceased to grow many years ago and had not increased a half inch in size in fifty years. Mr. Parent stated that he did not think it had increased any in size since he first saw it. It would be reasonably correct to fix its age at 250 years.

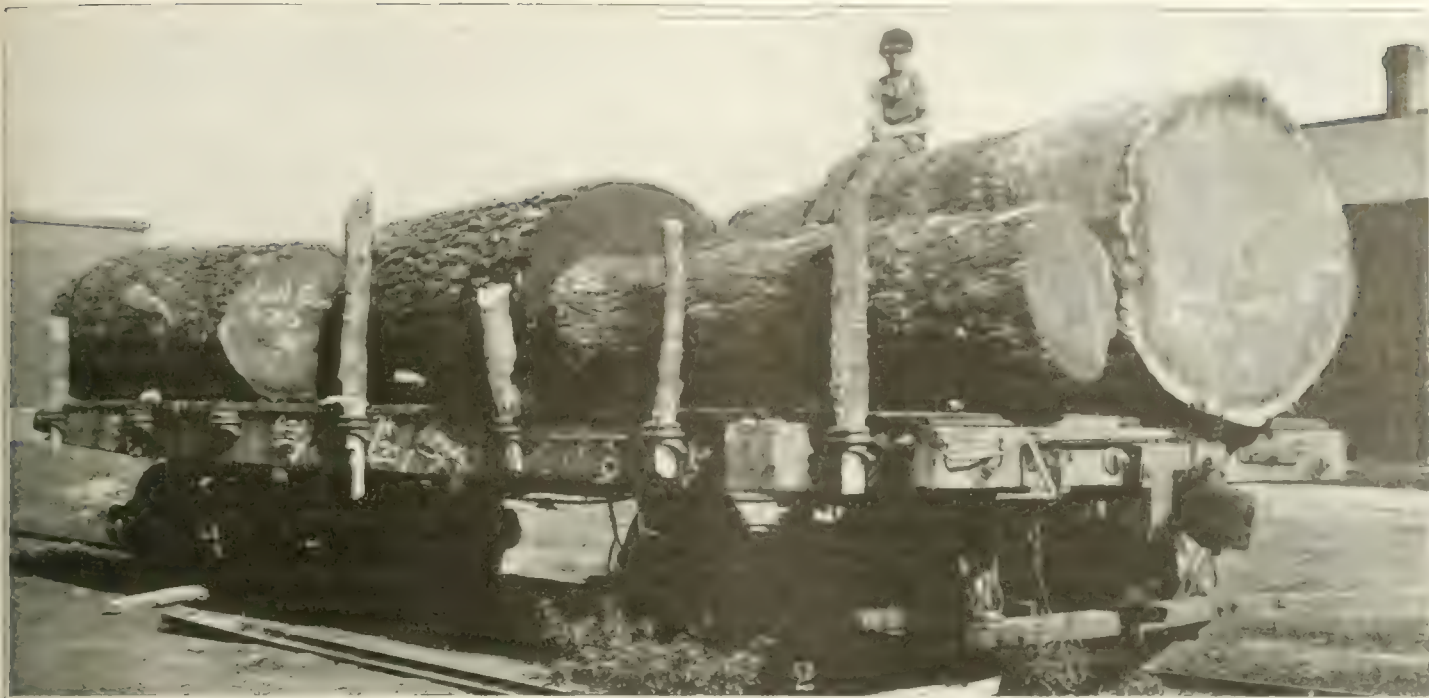
This walnut tree when sawed up made seven logs, ten feet long, five of which were out of the body of the tree and two out of limbs. These seven logs were hewn for export, the corners or waness shaved smooth with a draw knife, ends painted, banded and numbered, and shaped up in the customary way of preparing walnut logs for the foreign markets. They were shipped from Boycourt, Kansas, to Fort Scott. Here they were unloaded, dressed, then reloaded and shipped to Hamburg, Germany, via Galveston, Tex. This is the only case I have ever heard of where one walnut tree made a complete carload of hewn export logs.

The first six feet of the butt log including the stump portion was as finely figured as any walnut I have ever seen, being a combination of roll curl and blister figure, mingled with a large splash that was exquisitely beautiful. Its value was still further enhanced by its size on account of the large panel facings it would produce, and in this case not only the



THE LAST VETERAN WALNUT OF KANSAS FELLED.





THE BIG TREE SAWED INTO LOGS MADE AN ENTIRE CARLOAD

the kind of figure was found but the shape of the conditions were such that would cut to a disadvantage. The diameter of the butt of this log was 82 inches.

These qualities made this a very valuable piece of wood, but we see so many statements of fabulous values of certain pieces and kinds of figured wood that the majority of the better posted readers and dealers in hardwoods and veneers generally consider them exaggerations. As such they are more injurious than beneficial to the trade, especially when spread among the people who are in possession of the supply from which the raw material for any hardwood specialty must be drawn. Therefore it is sufficient to say this was a very valuable piece of wood.

There is no class so cautious in their dealings as the farmers. It is an injustice to them, however, and a false statement to say that they haggle for the last penny and ad-

vance prices of their commodities on the slightest pretext. To the contrary, they are as fair and honest in their dealings as other men. A certain party with whom I was quite recently endeavoring to make a deal with a view of buying his walnut timber was a fair type of this class. By his feigned indifference I was led to believe he was not particular about selling it at all when really he was anxious to dispose of it. He played his part well, saying things were in such bad shape at present, in financial matters, that the money would be safer in the trees standing down in the woods pasture on his farm than it would be in the bank, and he did not want to take any check or scrip. I agreed to give him hard cash, gold if he exacted it, and as he could not see any further objections to my proposition that he could turn to advantage, we closed a deal, but at a price I would rather had been much lower in view of present conditions.

J. V. HAMILTON.

## Wood Distillation.

Lumbermen are becoming more and more interested in the commercial distillation of hardwoods and the Forest Service announces that it has been impossible to answer these inquiries by letter as fully as desired, so it has compiled a brief circular which states concisely a few of the principal facts. It is not intended to be technical in nature, or to contain the results of original investigations, but rather to furnish some general information concerning the wood distillation industry as it now stands in this country. Portions of this introductory article, which is from the pen of W. C. Geer, are herewith presented:

There are two distinct processes for obtaining valuable products from wood by distilla-

tion—destructive distillation and steam distillation. In the destructive process the wood fiber is broken down and new compounds are formed, but in the steam process this is not properly the case. In both processes the volatile compounds of the wood are vaporized.

In destructive distillation heat is applied below the wood-containing vessel, which has a comparatively small pipe as its only outlet. The heat vaporizes the volatile compounds, such as water and turpentine, and breaks down the nonvolatile compounds, such as cellulose and the wood gums; it forms a number of new compounds, usually of a simpler chemical nature, and these in turn are vaporized with the water and turpentine, leaving a residue of charcoal. The decomposition of the

wood in this process is exceedingly complicated and is not yet fully understood.

In steam distillation, which is much simpler, the wood is chipped and placed in a closed receptacle into which steam is blown from a boiler, and the volatile compounds which are not chemically united with the rest are vaporized and carried out of the retort with the steam. Though in practice the wood is often so much overheated that the wood fiber is slightly decomposed, and though it is quite possible to carry the overheating so far that the process becomes one of destructive distillation, it is nevertheless true that "steam distillation," as the term is technically used, signifies the separation of volatile products from wood with, at most, but little decomposition of the wood fiber.

With both these processes the vaporized compounds after leaving the retort pass through water-cooled tubes, where they are condensed into the crude liquors which after refining yield marketable products.

Different woods give different marketable products after distillation. Thus, the hardwoods—beech, birch, and maple—yield acetate of lime, wood alcohol and charcoal, and longleaf pine yields turpentine, tar, pine oils and charcoal. This difference in the products is due to the fact that pine woods are resinous, while hardwoods are nonresinous. From the point of view of products, therefore, it is necessary to distinguish between the kinds of wood used, as well as between the distillation processes.

Hardwood distillation has been an established industry in the United States for a number of years. The plants are located in the northern part of the United States, where, except for the Appalachian belt, hardwoods are most common.

The woods used are largely beech, birch,



and maple, with the last preferred. The wood is cut into a row of lengths and allowed to season for a year. According to the best information, the amount of the products obtained from green wood and from ordinary dry wood is not different, cord for cord, but the higher water content of green wood dilutes the distillate and necessitates more fuel for the carbonization. Excessive seasoning will doubtless reduce the yield of valuable constituents. Body wood is better than slab wood. Very small wood, such as thin edgings, carbonizes so rapidly that it must be mixed with larger pieces. The problem of the destructive distillation of sawdust has not yet been satisfactorily solved.

Wood is heated or carbonized in three forms of apparatus; brick kilns, retorts and ovens.

The charring of wood is a process as old as civilization. In the early days wood was charred under sod in the old charcoal kiln, which has been a familiar sight over a good part of the world. The modern charcoal kiln is so made that valuable vapors are condensed from the smoke, which in the old-fashioned kiln escaped into the air and were wasted. Kilns are now mainly used to produce charcoal for blast furnaces for pig iron. They are made of brick, with a circular base, and divided approximately into two semi-circular sections. They hold each about 50 cords, and are charged and discharged by hand. The vapors are carried off into condensers, where the condensable ones are liquefied.

The name "retort" is given to a small form of cylindrical vessel holding about three-fourths of a cord. The retorts are set horizontally in brickwork, in pairs, each pair forming a "battery," and heated from beneath. They are filled and discharged from a single door in front, which can be tightly fastened. The top of the battery is often tiled and serves as a drying floor for acetate of lime. The condensers are of copper, and are cooled by water. A "run," from charging to recharging, takes twenty-four hours.

The invention of the "oven" form of carbonizing vessel marked a distinct forward step in wood distillation. Oven kilns are made large enough to hold from two to four cars, which are run in on tracks, each loaded with about 2 cords of wood. They are usually fired separately, and the vapors pass over into the condensers either at the side or at the end. In other respects they resemble the "retorts."

Four crude products are obtained from each of these forms of carbonizing vessels: Charcoal, which remains in the vessel; a noncondensable gas, which is carried off by suitable pipes; an aqueous liquor known as "pyroligneous acid;" and wood tartar, which is condensed with the pyroligneous acid.

The charcoal is cooled differently in the case of each distilling vessel, though in all cases it is cooled for forty-eight hours. With kilns, it is allowed to cool before being re-

moved; with the retorts, it is shoveled into drums or cans and sealed from the air; and with the ovens, the loaded cars are run out and closed in large coolers, which are similar in form to the ovens.

The gas from the kilns is piped back into the kiln furnaces, where it serves to carbonize the wood. The gas from retorts and ovens is burned under the boilers or under the retorts.

The pyroligneous acid and the tar run off together from the condensers into vats, where the tar settles. The pyroligneous acid is reddish-brown in color and has a strong, characteristic, burnt-wood odor. The tar, when in thin layers, is dark brown in color, and has a bad odor. These two liquid products are refined by processes which in general are the same for each of the three forms of carbonizing apparatus. The processes differ somewhat, however, at the different plants.

Dissolved in the tar are some of the valuable compounds of the pyroligneous acid, while dissolved in the pyroligneous acid are some tarry bodies. Both liquids are distilled in order to concentrate the valuable substances, which are chiefly acetic acid and methyl, or wood alcohol. The concentrated liquid containing the acetic acid and methyl alcohol is neutralized with lime and distilled from a "lime-lee" still, giving (1) a residue which upon evaporation yields gray acetate of lime, and (2) a distillate which upon refining yields the various grades of wood alcohol.

Some plants obtain a crude, brown, evil-smelling wood alcohol, of 82 per cent strength, which is sent to a refinery for further treatment; others obtain a 95 to 99 per cent product without color or unpleasant odor. Wood alcohol is ill-smelling only when impure as a result of incomplete refining.

Oven and retort plants which produce alcohol no purer than 82 per cent secure about the following averages from wood distillation per cord of wood:

Charcoal, bushels .....	45 to 52
Gray acetate of lime, pounds.....	180 to 225
Wood alcohol, 82 per cent, gallons.....	8 to 10

The lack of chemical supervision at the works makes statements of yield a little confusing, since wood alcohol and acetate of lime are variable in quality and the number of gallons and pounds may therefore actually represent products of quite different composition.

Kiln plants obtain about the following yield per cord of wood:

Charcoal, bushels .....	45 to 52
Acetate of lime, pounds.....	90 to 150
Wood alcohol, 82 per cent, gallons.....	4 to 6

These compounds have a variety of uses, which may be briefly mentioned. Charcoal is used in blast furnaces for the production of pig iron, in copper and sugar refineries, in the production of gunpowder, for fuel, etc. Wood alcohol is sold under a variety of trade names, such as "columbian spirit" and "colonial spirit." It is most widely used as a solvent in the production of shellacs and

varnishes. It is also used in hat making, in perfumery, in the coal-tar dye industry, in manufacture of formaldehyde, and for mixing with grain alcohol to produce "denatured" or "industrial" alcohol. The acetate of lime is a gray, finely crystalline body, which is used in the manufacture of wood vinegar, acetic acid, many commercial acetates, acetic ether, acetone, and other products. From the acetone may be produced iodoform and chloroform.

A number of receipts for the preparation of denatured alcohol have been recently authorized by Congress and established by the Commissioner of Internal Revenue, so that denatured alcohol, with its due admixture of wood alcohol, is now a market article. The wood distillation plants now in existence in the United States are able to produce probably 30,000,000 gallons of wood alcohol annually.

Denatured alcohol is now a competitor of wood alcohol. At present the producers and refiners of wood alcohol are in suspense as regards the extent of the consumption of the product for denaturing purposes.

Several species of hardwood are distilled by steam in order to obtain valuable essential oils. Sweet birch, for example, yields "oil of wintergreen," an oil used in medicinal preparations. No thorough study has yet been made of this division of the subject, but it is known that a small industry is supported.

Iron or steel retorts are used, varying in capacity from 1 to 4 cords. They are either vertical or horizontal. The vertical retorts have their long axis upright, and are set singly in brickwork with suitable flues, usually with the openings for charging and discharging at the top and bottom. The firebox below is at one side, so that the heat goes around the outside of the retort itself. Few of these retorts are now in use.

The horizontal retorts are similar to those used in hardwood distillation. Though they differ as to form, all are cylindrical steel vessels set in batteries in brickwork and are charged and discharged through doors at one or both ends. The gases escape through pipes to copper condensers. The firebox is sometimes constructed to fire two retorts at a time, though usually but one.

Though there are a number of methods which differ somewhat in results, the five products usually obtained are: Charcoal, a noncondensable gas, light oils, which are often taken in two fractions, one of which is a crude turpentine, tar, and pyroligneous acid. At some plants the light oil vapor, which volatilizes easily, is led off into condensers with the gas and pyroligneous acid, while the tar, which is heavier, is drawn off at the bottom; at others the entire volatile product is driven off through a pipe at the top and, after passing through the condenser, is separated into the crude turpentine and tar fractions.

There is no more uniformity in heating methods than in the form of the retorts. The



run is thirty-six or forty-eight hours, or longer.

Charcoal which is to be sold is cooled in the retort, and that which is to be used for fuel is drawn hot and sprayed with water to prevent fire. The gas is allowed to run to waste or is burned under the retorts and boilers.

The pyroligneous acid from hardwoods contains the most valuable products, but that from pine, which has a strong odor and a reddish-brown color, is of such different composition that very little is done with it. The yield from a cord of pine wood is, according to the most widely accepted figures, not more than 3 gallons of 82 per cent wood alcohol and about 70 pounds of brown acetate of lime. The extraction of wood alcohol from pine wood is not at present on a commercial basis, and at the majority of plants the pyroligneous acid runs to waste.

The crude turpentine is a dark red oil with the bad odor associated with products of destructive distillation. After proper fractional distillation, it yields for market a nearly colorless turpentine, which has a distinctive odor.

The tar is sometimes refined far enough to produce a good quality of retort tar and to yield oils which, with the heavy distillates from the crude turpentine, make disinfectants, wood creosote, and a number of market articles.

The refining processes, which are largely secret are not the same at all plants, while the products sold are far from uniform.

Since few plants operate under the same conditions, and since a number of products may be obtained from the tar and crude turpentine, it is difficult to estimate the amount of products obtained from yellow pine. Moreover, the wood itself varies widely in resinous content. Heavy, rich "light-

wood" yields the most turpentine, whereas other kinds of "lightwood" may yield but little. Sapwood yields the least. The following table shows as nearly as practicable the ordinary yields per cord of wood obtained in practice by the destructive process:

Refined turpentine, gallons	700 to 1200
Total oils, in gallons	1000 to 1500
Tar	40 to 60
Charcoal, bushels	25 to 35

The turpentine is used as a second grade, inferior to gum turpentine. There are no recognized grades of destructively distilled turpentine, and the composition of the turpentine from different plants is not uniform. Formerly it was poorly refined; it is now made practically colorless. In the refining, certain heavy oils are obtained, which, when combined with similar heavy oils from the tar, are made into "pine oils," used as disinfectants, paint dryers, wood preservatives, etc. One of the uses for the tar is cable coating. The uses of the acetate of lime, in this case "brown acetate," have already been mentioned. The charcoal is burned at the plant or sold for fuel. The pyroligneous acid in its crude form is occasionally sold, although most of it goes to waste.

Several causes have led to many failures among plants of this kind. One of these was bad management. Men engaged in the business, without training or a knowledge of the market, expected an immediate demand for the products. Another cause was the use of inferior retorts, which in many cases were made of thin steel and so were quickly burned out. A third was lack of perseverance when difficulties arose.

At the present time the market is badly overstocked with wood distillate products, and prices are ranging so low that new wood distillation ventures offer nothing of an encouraging financial character.

## News Miscellany.

### Indiana Hardwood Meeting.

On the afternoon of January 16 the Indiana Hardwood Lumbermen's Association will convene at the Grand hotel, Indianapolis. Probably no lumber association in the country more thoroughly enjoys its meetings than does this one, and the gatherings are always characterized by such good fellowship and sincerity that they invariably attract many visitors from outside markets as well as lumbermen from far and near who owe their abundant knowledge of the business, and even their success, to early training received in the good old state of Indiana.

The coming meeting is the regular annual session. Election of officers and much other important business will come up. At the close of the session the usual banquet will be served to members and visitors.

On the day preceding, January 15, a sort of "love feast" will take place at the Claypool Hotel, when a supper will be given by the Retail Lumber Dealers' Association of Indiana, the Central Association of Lumber, Sash and Door Salesmen, the Indiana Hardwood Lumbermen's Association, Hoo-Hoo, and the mill supply interests, to which members and friends of these organizations will be invited. The committee having this affair in charge consists of

L. G. Buddenbaum, H. C. Searce, R. Griffin, Alexander Hamilton, Charles Barnaby, George Mass and N. A. Gladding, representing the above interests respectively. The committee will meet to complete arrangements on December 17, and the joint affair will doubtless prove a very enjoyable one.

### Meeting Board of Managers N. H. L. A.

The board of managers of the National Hardwood Lumber Association held a meeting at the association offices in the Rector building December 3 and 4, at which were present O. O. Agler, C. E. Lloyd, Jr., and Sam E. Barr, respectively first, second and third vice presidents; Frank F. Fish, secretary; Gardner I. Jones, W. A. Bonsack, Earl Palmer, C. H. Barnaby, C. F. Sweet, O. E. Yeager, G. J. Landeck, Theodore Fathauer, George W. Stoneman and F. A. Digging, directors.

A large amount of routine business was transacted. After a thorough discussion of the various phases of the matter, the secretary was instructed by resolution to advise all the licensed inspectors of the association to apply the rules adopted at the Atlantic City meeting last spring, effective December 1, to all inspection and re-

ports. The association had previously agreed to apply the new rules under the old rules—when they shall inspect in accordance with original agreement.

The treasurer's report showed that all debts of the association are paid, and that it has a surplus of \$100,000.

The secretary was authorized to increase the force of salaried inspectors, which now numbers nineteen; it has been found necessary to add three more.

### Building Operations for November.

According to expectations, building operations during the past month have suffered a considerable decrease, as compared with November, 1906. Official reports from forty-seven cities throughout the country, received by the American Contractor, Chicago, and tabulated, show a loss in the aggregate of 20 per cent. Fifteen cities scored a gain from 1 to 95 per cent, while thirty-two show a loss from 10 to 65 per cent. Building construction is generally considered the most sensitive of all financial undertakings; hence this decline may be taken as the most serious retrenchment in any industrial line. Plans in great numbers are ready and waiting for a subsidence of the financial "furry," when it is confidently expected that building will assume its normal course.

	November, 1906	November, 1907	Per cent gain.
Albany	11,888	10,777	10
Baltimore	1,000	505,291	25
Birmingham	10,408	133,286	9
Butte	820,000	518,500	35
Chicago	2,200,150	4,615,300	52
Cincinnati	321,772	393,300	22
Cleveland	870,718	808,027	7
Dallas	128,624	142,732	9
Dayton	11,000	700	1
Denver	17,150	458,155	24
Detroit	1,408,150	722,200	4
Duluth	3,000	132,586	48
Evansville	7,000	203,162	81
Grand Rapids	100,000	178,000	21
Harrisburg	20,875	7,000	64
Hartford	70,000	219,885	6
Indianapolis	700,000	434,197	62
Kansas City	591,280	490,810	10
Louisville	50,458	150,720	65
Los Angeles	846,780	1,089,543	22
Milwaukee	1,119,887	925,242	20
Minneapolis	615,015	549,130	12
Memphis	311,704	308,610	1
Mobile	30,461	23,090	2
New Orleans	151,711	222,280	46
New York			
Manhattan	3,697,200	4,564,775	19
Brooklyn	2,312,725	1,820,480	52
Bronx	1,155,775	2,007,825	27
New York	7,165,770	11,167,080	54
Omaha	391,760	357,170	10
Philadelphia	1,159,025	2,013,615	42
Paterson	99,747	110,749	10
Pittsburg	81,001	1,062,992	23
Reading	32,275	83,000	61
Rochester	344,200	363,290	12
Saranton	214,513	154,510	8
Spokane	171,770	252,515	36
St. Louis	759,186	2,351,071	60
St. Paul	68,000	586,780	7
Seattle	15,000	600,000	20
South Bend	3,000	39,450	18
Syracuse	2,111,000	336,850	3
Salt Lake City	70,000	106,950	5
Tacoma	100,000	100,000	0
Trenton	30,131	2,000	38
Washington	396,783	2,000	68
Worcester	134,310	100,000	34
Total	5,116,080	35,424,422	2



### Annual National Veneer & Panel Manufacturers' Association.

The National Veneer and Panel Manufacturers' Association is pleased to announce that the Annual Meeting of the Association will be held at the Hotel Sherman, New York City, on Friday, December 18 and 19, 1906. The meeting will be held in the afternoon of each day. The Association has been organized for the purpose of promoting the interests of the veneer and panel industry, and the members who come together at this annual function and discuss with each other fully, frankly and fairly the veneer situation and the veneer outlook. Many interesting discussions will prevail, and the veneer situation and its business prospects will be discussed in the conference.

### Hymeneal.

On Thursday, Nov. 28, at Greys City, Pa., George G. D. Roberts, vice manager for D. G. Courtney of Charleston, W. Va., was married to Alberta Jane, daughter of the late David Franklin Courtney, and sister of D. G. Courtney.

The bride and groom are now taking a wedding trip, and will be at home after December 15 at 103 Broad street, Charleston. The Record extends its most sincere congratulations.

### A Model Plant.

One of the largest plants in the world devoted to the making of steam engines, boilers and feed water heaters is that of the Brownell Company at Dayton, Ohio, a bird's-eye view of which is herewith presented. This establishment covers over thirteen acres of ground and while possibly three other establishments in the world occupy an equal or larger area, it is unequalled in America, and there is no other institution, either here or abroad, which surpasses it in the perfection of equipment for the special line of work which has made the Brownell Company famous. The Brownell shops are all equipped with the best and latest improved types of machine tools, which, with special appliances of their own manufacture,

ting. This catalogue is at the same time a storehouse of valuable information and should be in the hands of every user of machinery. The Brownell Company was established in 1855. The illustration is from a recent photograph, and shows the great establishment as it is today. The company has branch offices in the Bank of Commerce Building at St. Louis, and in the Merchants Block Chicago.

### German Forest Reserves.

The total area of Saxony covers 5,789 English square miles, of which almost half is covered with private or governmental forests, writes Consul W. C. Lechman at Elberstadt. Official figures recently compiled by the Saxon government for the year 1906 demonstrate a net revenue of \$2,126,037 obtained from the cultivation of 143,195 acres of governmental forest land, of which 424,246 acres represent land covered with trees or soil designated for rotational foresting. The state treasury places the latter as its highest revenue producer after the state railway, and exceeding the income from all other sources, taxation included. A net profit of \$2,126,037 was added to the state treasury in 1906.

Similar results have been achieved in other German states by systematic forest cultivation. Nearly 50,000 square miles of German soil have been adapted to foresting—nearly one-fourth the area of the country. In all the German states revenue for the state treasury is the paramount consideration in determining the species of trees to be planted on government land. Formerly the deciduous tree varieties were planted in preference to the needle-leaved kind. The principal demand for the former was for fuel purposes. However, since coal has replaced the deciduous tree in this respect the price for such wood has fallen accordingly. On the other hand, that of the needle-leaved steadily rose until today it has become more profitable to plant the latter. This rise is largely due to growing industrial demands for this variety of wood for raw material.

The gradual increased cultivation of pine for

lose manufacturing the usefulness of the picea was increased still more. An example of how industries follow the preservation and cultivation of forests is furnished by the fact that already in 1890 as many as 534 wood pulp factories existed in Germany; 239 of these were located in Saxony, where they consumed 575,960 cubic yards of picea wood, representing a value of \$1,190,000. The beginning of this industry only dates back to 1843, when Friedrich Keller, a Saxon, invented the process.

Since 10 per cent of the trunk of this tree is composed of bark available for tanning it is also used for such purposes.

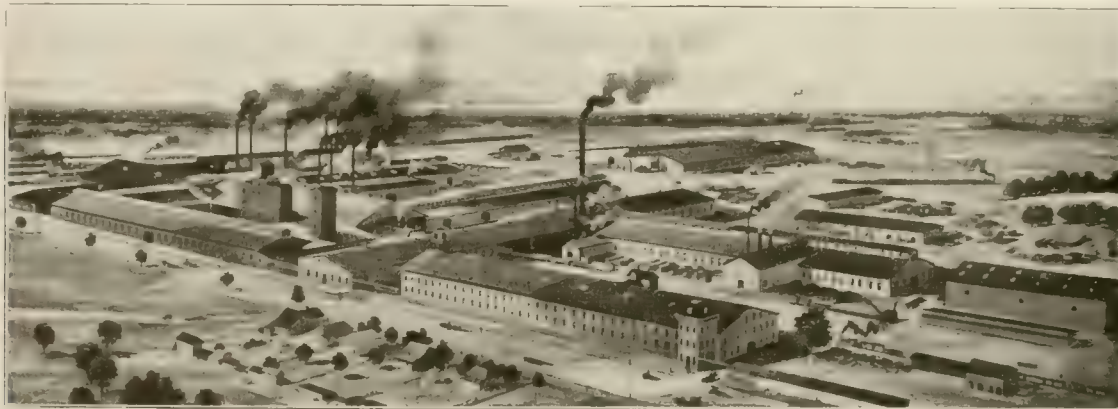
The picea's value to forestry is greatly enhanced because it flourishes where deciduous forests are greatly hampered, viz., in mountainous regions with altitudes varying from 1,500 to 4,500 feet.

The connection of forestry with irrigation has been studied in Germany for years. One authority on the subject, Professor Ebermayer, has conducted extensive experiments, with the result of estimating that evaporation of soil water in forests amounts to 85 per cent less than outside of them. While the forests do not create water springs, they feed and sustain them, in addition to the preservation of soil moisture, resulting from protection against drying winds and the rays of the sun. Wherever forests are absent drouth, storms and sudden floods can create conditions less frequent in well-forested countries.

The hygienic value of forests is unquestioned in Germany, their richness in ozone and dust-free character being highly beneficial to health; hence their cultivation in the neighborhood of cities.

### The Small Mill Revolutionized.

It is wonderful what changes have taken place in the small sawmill during the last decade. Ten years ago the main saw did practically all of the work. It not only had to reduce the logs to boards but in most cases it had to edge the lumber. Of course, both these operations could not be done at once, and so the



PLANT OF THE BROWNELL COMPANY, DAYTON OHIO.

jigs, templates, etc., enable the company to turn out strictly interchangeable work of the highest class at reasonable cost. Their new engine catalogue shows in its beautifully printed pages so many different types of engines that the intending purchaser cannot fail to find what he needs to meet fully the conditions of his service, whether it be driving an electric generator or a saw mill, a cotton gin or a flouring mill. The same may be said for the catalogue describing their standard line of boilers and feed water heaters. It shows that the Brownell Company has kept fully abreast of the times and their changing conditions by improved methods of manufacture and perfect knowledge of correct proportion and design in the various details of construction and set-

ests in the mountainous region of Saxony has been followed by a remarkable development of industries using the wood of the pinus picea, the red pitch pine, the most rapidly growing and best adapted mountain pine, selected by the Saxon government because more profitable than other species that can be cultivated in this climate and in this altitude.

It is used in mine construction, for building purposes, sash, floors, shingle roofing, barrels, boxes, matches, bottoms and covers for musical instruments, resounding boards for pianos, wooden wiring for table covers and window shades, toys, excelsior, furniture, cooperage material, poles, ladder beams, bean and hop poles, vine props, laths of all kinds, etc.

With the ascendancy of wood pulp and cellu-

capacity of the plant was very limited. If the operator happened to be particularly enterprising there was a hand or side edger, but as this had but one saw only one cut could be made at a time, and a board had to be put through the machine twice to edge it. Sometimes the edges were straight; sometimes they were not. Sometimes the two edges were parallel; oftener the board was tapering.

The lumber as it left the mill was usually of random lengths, and the ends were cut at every conceivable angle. The amount of freight that was paid on lumber that the producer got nothing for—i. e., the waste ends—was considerable. The owner of the small mill in this way presented the railroad company a good many dollars every month.



But today things are different. The lumber is almost invariably edged on a "Tower" gang edger, the same as in a large mill, and the main saw keeps steadily at work cutting up logs. The boards are reduced to standard lengths and the ends squared on a "Tower" one-man two saw trimmer, the result being lumber that looks better and commands a higher price and lower freight charges, because the weight has been decreased by the removal of the irregular ends.

The "Tower" line of edgers and trimmers, consisting of forty different sizes and styles, is manufactured by the Gordon Hollow Blast Grate company of Greenville, Mich., who will be glad to send full particulars to parties interested.

## New Credit Rating Book.

The National Lumber Manufacturers' Credit Corporation has just issued the eighth edition of its credit rating book, containing a classified list, with capital and pay ratings, of all manufacturers, wholesale and retail dealers in lumber, and factories which buy lumber in carload lots. A very important new feature has been introduced in the form of a double-page colored map for every state, which greatly facilitates the locating of towns, routes, etc., and which will be particularly appreciated by subscribers. The book has increased by thirty pages since April last, and the entire volume has been thoroughly revised. It reflects great credit upon the work of W. F. Biederman, superintendent of the corporation, under whose direction it was prepared.

## Salvador Furniture Trade.

The natives of San Salvador are skilled in the manufacture of chairs, bureaus, tables and other fine furniture, and the native hardwoods supply a great variety of grain and color, so that it is possible to turn out handsome work. The natives carefully peruse catalogues from foreign furniture houses, and can copy any design that appeals to them, even to the carving, at a cost much less than the article could be purchased for and delivered.

The woods used are similar to rosewood, mahogany, ebony and walnut, and finish and polish beautifully. The natives do not take as much care as they should in drying woods, but are learning rapidly. Local prices of such furniture cannot be given, as they depend upon amount and kind of work, carving, etc. However, they are always lower than imported material, and usually handsomer, so that American furniture manufacturers would not find a very profitable opening in San Salvador.

## Supply of Birch in Maine.

S. T. Dane of Portland, Me., connected with the forestry department of the government, has been investigating the growth and distribution of the white birch of Maine, and has found that there is a good supply of it. He finds that white birch is plentiful in the vicinity of Bangor, as well as along Kennebec and Androscoggin waters. Although big inroads have been made on the supply in some sections, the young trees are growing to maturity about as fast as the old ones are cut down, and Mr. Dana thinks there is no danger of the extermination of the tree in this state.

Birch is more extensively cut along the Penobscot and Androscoggin rivers than along the Kennebec, where lumbermen seem to be letting it grow. In this section of the state most of it is used in the manufacture of spool bars, while in the western part it is used in the manufacture of dowels, spools and wooden novelties. The cutting in the western part of the state is very extensive, and much more birch is cut than any other hardwood. In places where the cut is very large the forestry experts will take steps to replenish the growth.

## Miscellaneous Notes.

Voters of South Haven, Mich., have decided to bond the city for \$12,000 to bring the Overton Wood Carving Company of Chicago to that location.

The factory of the Seaman-Kent Company of

Meaford, Ont., was totally destroyed by fire recently. A large amount of the stock was consumed.

The large mill of the Dells Lumber Company at Eau Claire, Wis., has shut down temporarily to make necessary repairs. The Dells Lumber Company's plant suspended work for a day or two for the purpose of making a large number of photographs. A local correspondent says that the temporary closing of the plants led a certain class of croakers to work overtime predicting "hard times" for the coming winter, and giving out that these factories had perhaps shut down for good. Business men competent to speak on the subject say that the outlook is far from discouraging.

Fire in the lumber yard of the Beldenville Lumber Company at Bruce, Wis., recently destroyed a large amount of lumber.

The Schoch Lumber Company of Manitowoc, Wis., has erected new buildings and installed eight glue machines, to engage in the manufacture of interior millwork of all kinds. The concern is an old and large one.

The Norton Lumber Company of Greenville are about to build a hardwood mill near that place.

The Star Lake Lumber Company of Star Lake, Wis., has purchased the plant of Salsich & Wilson at that place and will operate it manufacturing hardwood and hemlock lumber as soon as market conditions improve sufficiently to warrant starting the plant.

An up-to-date plant, consisting of five large buildings, is being erected by the American Casket Company, recently incorporated with \$200,000 capital stock at Fort Worth, Tex. A force of 175 men will be employed at the outset.

William J. Francis has recently taken up the manufacture of veneers at Williamston, N. C. He has a well-equipped factory and has already made desirable contracts.

The Bacon-Underwood Veneer Company of Mobile, Ala., which recently increased its capital stock from \$60,000 to \$100,000, has purchased 15,000,000 feet of standing timber, which will give the company an almost inexhaustible supply of timber.

The Wells-Higman basket factory at Traverse City, Mich., has just completed a very heavy run, and is having its machinery rebuilt.

The Anderson-Tully Company is rebuilding its burned box factory at Vicksburg, Miss. The capacity of the new plant will be about 25 per cent greater than the old.

More than 2,000,000 seedlings are now being grown in the nurseries of the Pennsylvania de-

partment of forestry, and will be ready for transplanting in the spring to the forestry reserves. The principal trees being planted are white oak, chestnut and Douglas fir.

W. B. Williams, S. G. Holland and Pitt Henslee of Nashville and Dickson, Tenn., have purchased the timber on 8,000 acres of land east of Fort Towson, Okla., and will cut the white oak on it for barrel staves.

Foster & Ayre of Grand Rapids, Mich., are erecting a sawmill near Tula, which will be ready for work by January 1. There are miles of virgin timber north and south of it.

Articles of Incorporation have been filed by the National Wood Works Company of Sioux City, Ia. The capital stock will be \$100,000. The company will manufacture and sell office fixtures and building material.

N. B. Hall & Sons of Decatur, Ala., will at once commence rebuilding their box and basket factory, which was recently destroyed by fire.

The maple timber on a 2,000-acre tract near Corbett, Pa., has been purchased by a Coudersport lumber company. It will be cut and mangle rollers manufactured from it.

Tickle, Bell & Co., a prominent Liverpool concern, in sending out an account of the last mahogany sales held at that place, had the following to say on market conditions in that wood: "Owing to the financial position existing in the United States there has been a great falling off in the volume of orders from your country, with the result that there has been a decided break in prices."

"We are strongly of opinion that at the auctions, which we expect will be held here on the 12th and 13th of December, such an opportunity will be presented of making purchases at reasonable prices as will not occur for quite a considerable period of time. When the conditions on your side improve early in the new year it is quite certain that there will be a rush of orders to fill up absolutely necessary requirements. By this time the import will be nearly at an end and very high prices are sure to prevail."

Sam W. Russell, who has been connected with the Skinner-Russell Company of Louisville, Ky., for a number of years, has withdrawn from that organization and will devote his time to other pursuits. The company, which does a wide business in oak and hickory wagon stock, will operate under the old name for the time being. The concern reports conditions fairly satisfactory—demand good and an ample supply of stock on hand.

# Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

## Chicago.

Hardwood lumbermen visitors have been very numerous in Chicago during the last few days. Among those in attendance at the National Hardwood Lumber Association managers' meeting were the following: C. E. Lloyd, Jr., of Philadelphia; Sam E. Barr of New York; Gardner I. Jones of Boston; W. A. Bonsack of St. Louis; Earl Palmer of Paducah, Ky.; C. H. Barnaby of Greencastle, Ind.; C. F. Sweet of Grand Rapids, Mich.; O. E. Yeager of Buffalo; G. J. Landeck of Milwaukee; George W. Stoneman of De Valls Bluff, Ark.; F. A. Diggins of Cadillac, Mich.

THE RECORD enjoyed a call a few days ago from J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co., the big veteran hardwood house of Philadelphia. Mr. McIlvain is making quite an extensive trip, analyzing trade conditions, and incidentally doing some business for his house. He says that while trade is now somewhat demoralized in the East, he is very optimistic over the year to come, and believes that

business will very soon restore its normal trend.

Among Chicago visitors of the last few days were W. D. Young, the well-known maple flooring manufacturer of Bay City, Mich., who was accompanied by his wife. Bert Whedon, sales manager for Mr. Young's house, was also in town a few days ago. Mr. Whedon says they will start up their sawmill within a few days, and that the wheels of the big flooring factory will be turning not later than February 1. A good deal of interest is aroused over this new plant, which has been built with the idea of excelling all previous efforts in hardwood sawmill and flooring plant structure and equipment.

John N. Scatterd, the hardwood magnate of Buffalo, spent December 5 in Chicago en route to his Memphis sawmills, where he will spend some days.

W. B. McIlvain of Saginaw, Mich., was in Chicago last week. Mr. McIlvain was en route for Louisiana on a quail hunting expedition. He was accompanied by his wife and a party of friends, all travelling in Mr. Merston's private car.



C. A. Luster, president of the Clyde Iron Works of Detroit, Mich., the house of McGiffert last week, made one of his periodical visits to Chicago last week. Mr. Luster was en route to New Orleans.

Veter Thirane of the big timber house of J. D. Lacey & Co. is just home from several months' active work on the Pacific coast, looking bronzed and healthy. Mr. Thirane says the firm has taken its cruisers out of the woods on the coast for the winter.

Sam Burkholder, that Solon among Indiana lumbermen was a pleasant caller at the RECORD office December 3.

The American Sanitary Floor Company has been incorporated in Chicago, with office at 189 La Salle street, to manufacture sanitary and insulating building material. It is capitalized at \$12,000, and the incorporators are Arthur A. Clement, D. J. Calkins and W. A. Collins.

One man was killed and four injured when a touring car belonging to Sumner K. Prescott of Chicago struck a stump and was hurled into the air near Escanaba, Mich., the night of November 30. Frank Bent of Marinette, Wis., was instantly killed in the accident. Mr. Prescott is the son of D. Clint Prescott, a wealthy manufacturer of sawmill and mining machinery, who has for several years been treasurer of his father's iron plant at Menominee, Mich. The other injured members of the party were Joseph Duxbury, William Holquist and Isaac Stephenson, Jr. All were doing well at last reports.

Frank F. Fish, secretary of the National Hardwood Lumber Association, who has recently come through a three weeks' attack of typhoid fever, left December 5 for a two weeks' visit to French Lick for recuperation.

Irvin McCauley of the McCauley-Saunders Lumber Company is absent upon an extended trip among the cypress mills of the South.

The Leavitt Lumber Company will rebuild its mill at Hollywood, Miss., recently destroyed by fire. It had a capacity of about 40,000 feet a day.

George S. Fry of Du Bois, Ind., was a caller at the RECORD office December 2. Mr. Fry is a manufacturer of hickory and ash dimension stock.

G. G. Roberts of the D. G. Courtney hardwood concern, Charleston, W. Va., was a visitor among the Chicago trade November 16.

J. N. Wollett of the American Lumber and Manufacturing Company, Pittsburg, called at the RECORD office November 29.

H. I. Cutsinger of Martin Cutsinger & Sons Company, Roachdale, Ind.; W. J. Wagstaff of Oshkosh, Wis., and Orson E. Yeager of Buffalo were a trio of welcome visitors to this office December 4.

The sad announcement comes of the death of W. A. Drake of Dayton, O., who died at his home November 27 at the age of fifty-one. So Billy Drake is dead! It hurts us all to think it's so—good honest chap that he was. Mr. Drake was connected with the lumber trade for many years. For a long time he was in the retail business at Dayton, but for the last dozen years he has been engaged in business on his own account and in selling lumber to the Ohio trade on commission.

On December 3 Miss Florence M. Farrin, daughter of M. E. Farrin, the well-known Cincinnati lumberman, was married at her father's home to Paul Richardson of Glendale. Mr. Richardson is manager of the Cincinnati branch of the Ford-Johnson Company, manufacturers of chairs, and is well known to the furniture trade. At the present time Mr. and Mrs. Richardson are on an eastern wedding trip, and when they return will be at home at Avondale. Congratulations!

W. W. Dings, secretary of the Garetson-Greaseon Lumber Company of St. Louis, was in Chicago a few days ago on a business trip. He failed to call on the RECORD, and the RECORD is sore about it.

W. H. Robertson, secretary of the East Jordan Flooring Company of East Jordan, Mich., was in Chicago a few days ago on a business trip. He reports that his company is running its plant full force.

The coming meeting of the Wisconsin hardwood manufacturers, which will be held at Eau Claire on January 15, bids fair to be an interesting one. A large attendance is promised.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, has been in a more or less precarious condition ever since the Memphis-Nashville baseball games, in which he was a star performer. For the last few weeks he has been at his home in Philadelphia confined to the house, but is slightly better at the present time and has been ordered to Florida by his physician to recuperate.

J. W. Dickson, the well known hardwood lumberman of Memphis, was a caller among the local trade the past few days.

C. R. Mengel, the well known mahogany magnate of Louisville, Ky., spent several days in Chicago last week.

J. D. Lacey, the big timber operator of the Old Colony building, was obliged to undergo an operation for appendicitis recently. He is now recovering nicely, and was able to leave the hospital about a week ago.

### Boston.

Nellis, Amos & Swift of Utica, N. Y., opened a Boston office in July with the intention of conducting their hardwood business from this point. On December 1 the office was discontinued. No explanation is given, although it is reported that the firm was satisfied with the amount of business obtained during the past few months.

George F. Cobb has returned from a trip to Bermuda in much better health. Mr. Cobb is manager of the Pope & Cottle Company, of Chelsea, Mass.

At the annual meeting of the Massachusetts Wholesale Lumber Association, H. W. Blanchard of the Blanchard Lumber Company, Boston, was elected president. The other officers are H. B. Fiske, vice president; William E. Litchfield, secretary and treasurer; A. M. Moore, assistant secretary and treasurer. The chief interest of the meeting centered around the question as to whether the association should adopt the rules of the National Hardwood Lumber Association. The question was finally referred to a committee composed of H. D. Wiggins, William E. Litchfield and Galen A. Parker.

William E. Litchfield, one of the best informed men regarding hardwood lumber in the East, spoke recently before the Massachusetts Wholesale Lumber Association on conditions in the hardwood trade. He divided his subject into the finding of lumber, obtaining transportation and securing funds to carry on the business. The most interesting feature of his remarks concerned transportation in general, and especially the open position of many southern and western railroads that they would not obtain nor set for loading any cars for delivery on the New York, New Haven & Hartford railroad except cars of that road when they could be had. He stated that through personal conversation with officials of this railroad they had authorized him to bring the matter before the Massachusetts Wholesale Lumber Association and state to its members that if any of them received any definite discrimination at any point to notify them and they would guarantee that if a car of any kind could be obtained for the point indicated such a car would be there within forty-eight hours. Mr. Litchfield only touched on financial conditions. He said the present condition of the money markets was well known and its affect obvious.

James A. Wood & Co., Boston, lumber dealers, have made an assignment. Edwin D. Hale of Hale & Dickerman, Boston, is the assignee. The firm's difficulties were caused by being heavy

endorsers of the paper of M. E. Sprague, a lumber manufacturer of Drew, Me., who has also made an assignment. Liabilities of the latter concern are \$350,000.

The J. H. Lockey Plano Case Company of Leominster, Mass., has recently filed its annual statement with the commissioner of corporations.

A fire recently caused a damage of about \$3,000 at the woodworking plant of the J. F. Paul Company, Boston.

The plant of the Chandler Planer Company, Ayer, Mass., has been shut down.

### New York.

Schedules of the S. E. Kellar Lumber Company, retailers, Manhattan, whose failure was noted in the last issue, show as follows:

ASSETS.	
Stock on hand per special inventory..	\$ 83,233.32
Accounts receivable .....	25,998.98
Horses .....	5,600.00
Trucks and harness.....	2,550.00
	<hr/>
	\$117,382.30
LIABILITIES.	
Bills payable .....	\$176,227.34
Accounts payable (open lumber accounts) .....	14,332.58
Accounts payable (miscellaneous)...	11,337.73
	<hr/>
	\$201,897.65

Contingent liability (commercial paper under discount) ..... 87,563.06

At a meeting of the creditors held last week no proposition of settlement was made, but a committee of six creditors was appointed to go over the affairs of the company and ascertain exact conditions. There was a large number of New York retailers with claims running from a few hundred up to \$11,000 and \$12,000, the biggest creditor being the S. L. Eastman Flooring Company of Saginaw, for about \$65,000.

Subsequent to the above meeting an offer was made through the personal attorney of the company for a settlement of 10 cents cash, 10 cents in six months and 10 cents in one year, making a total of 30 cents on the dollar. Following this offer the committee appointed by the creditors met Dec. 2 to receive the reports from the expert accountant and the committee's representative, who had investigated the affairs of the company.

The accountant's report showed stock valued at \$69,213.42.

Accounts and bills receivable, also some horses and trucks.....\$ 39,857.35  
The above does not include value of leaseholds.

The liabilities were reported as follows:  
Accounts payable ..... \$ 25,389.90 || Bills payable ..... | 174,717.35 |
| The contingent liabilities from discounts with bank total..... | 84,646.98 |

The receiver attended the meeting and among other things reported that he found that the net earnings from Jan. 1 of this year up to the embarrassment of the company on Nov. 11 had only been \$7,518.35, while the gross expenses run up to \$84,648.02. These figures were naturally not received favorably by the committee, and it is current gossip that the discrepancies need explanation, with the result that the creditors' committee unanimously voted that the offer of 30 cents be refused. Second, that the creditors propose to settle at 50 cents, 25 cents cash in thirty days and 25 cents in four months, by secured notes. Third, that if this offer is not accepted by the bankrupt, bankruptcy proceedings shall be taken. Fourth, that a statement be made at the next creditors' meeting as to the facts and capital on which the corporation was organized.

There was another meeting of the creditors on Dec. 4, at which time the creditors' committee reported adversely on the offer of settlement, as previously noted, and the creditors voted that



bankruptcy proceedings should continue. Following this the company made an offer in satisfaction of the previous one of 70 cents in cash payable in thirty days, and the creditors demanded that the same be put in writing and they will consider it later. It is understood, however, that quite a number of the creditors are opposed to this latter offer of settlement, as they believe more can be paid. Thus the matter stands until further action by the creditors.

There will be a meeting of the creditors of the Ross Lumber Company of Manhattan and Jamestown, N. Y., at the office of the receiver in bankruptcy, on Dec. 5, at which time trustee will be appointed, claims proved, etc. The liabilities of the company are \$138,450, and good assets \$86,520.

A petition in bankruptcy was filed Nov. 29 against the Consolidated Ajax Sawmill Company by three creditors with claims totaling \$650. The company was only incorporated in August of this year and had a capital of \$3,800.

Schedules in bankruptcy of the New York Fire Proof Column Company, 277 Broadway and Hoboken, N. J., whose embarrassment was previously reported, show liabilities of \$36,123 and assets of \$18,151.

Schedules in bankruptcy of the American Manufacturer Company, Manhattan, whose failure was noted recently in these columns, show liabilities of \$29,839 and assets of \$6,735.

L. S. Miller, manager of the hardwood department of the Stevens-Eaton Company, has just returned from a trip through Virginia and Tennessee, in the interest of business. He found considerable suspension of operation among the mills, but prices were firm. An important announcement in this connection has just been made by the Stevens-Eaton Company to the effect that it has closed a deal with the Whiting Manufacturing Company of Abingdon, Va., for its entire cut of hardwoods for the ensuing year. This is one of the most important deals in the eastern hardwood trade for many months. The Whiting mills are operating some of the best timber in the South and their plant is strictly up to date, thereby assuring the Stevens-Eaton Company of a good supply of standard hardwoods in addition to their other sources.

Charles J. Geiser, retailer, Grand street and Stewart avenue, Brooklyn, who received an extension some months ago, has been involuntarily petitioned into bankruptcy by three creditors with claims aggregating \$13,000. At a meeting of the creditors held at 116 Nassau street, Manhattan, Nov. 25, a proposition in settlement of 40 cents on the dollar was made by the personal attorney, payable three, six, nine and twelve months, and a committee of creditors was appointed to look over the affairs of Mr. Geiser and report back as to what would be a fair settlement. Clarence Storm was appointed receiver. The creditors are largely local wholesale houses.

The latest addition in the wholesale hardwood trade is the firm of Uptegrove & Polhemus, headquarters at 1 Madison avenue, composed of G. M. Uptegrove, son of W. E. Uptegrove, Brooklyn hardwood retailer, and J. A. Polhemus. Both gentlemen were formerly associated with W. E. Uptegrove & Bro.

W. P. Harris, representative of the Harris Manufacturing Company, hardwoods, Johnson City, Tenn., was a recent visitor in the interest of business. His company is manufacturing a special line of trunk and box products, which is of interest to that class of the trade.

The Hartman Bros. Manufacturing Company of Mount Vernon, N. Y., whose plant was destroyed by fire some months ago, have decided to retire from business. Their trim manufacturing department has been taken over by Capp & Nordholm, former employees of the firm.

J. D. Stegeman, box manufacturer of 125 Baxter street, Manhattan, is now in the hands of his creditors.

W. L. Sykes, president of the Emporium Lum-

ber Company, New York, was recently visiting with Mr. C. E. Lloyd, Sr., at the latter's headquarters, 1 Madison avenue. He was accompanied by Secretary W. T. Turner. Business was reported as very fair and the outlook good for an increased activity after the first of the year.

Among other prominent visitors during the fortnight were C. I. Hoyt, Pekin, Ind.; W. E. Litchfield, W. E. Litchfield & Bro., Boston, Mass., and North Vernon, Ind.; H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md.; W. R. Butler, W. R. Butler & Co., Boston, Mass., and B. R. Burns, Tug River Lumber Company, Bristol, Tenn.

B. H. Ellington of Ellington & Guy, Richmond, Va., arrived Saturday on the Baltic after a month's pleasure trip abroad.

The Robert W. Higbie Lumber Company, hardwood manufacturer, 45 Broadway, has just added a skidding plant to its operations at New Bridge, N. Y., with a view to eliminating the use of horses in the handling of mountain timber. The skidders were built under special plan and order by the Russel Wheel & Foundry Company of Detroit, Mich.

O. J. Mann and H. S. Craven, formerly associated with the local sales office of the Rumbarger Lumber Company, have joined forces in the wholesale hardwood business, with headquarters at 1 Madison avenue, under the style of the Mann & Craven Lumber Company. Both gentlemen have a circle of friends in the local trade, and the company starts out under favorable auspices.

W. W. Dempsey, hardwood manufacturer of Johnstown, Pa., was a recent visitor at his local sales office, 18 Broadway, where he went over matters at this end of the line. Mr. Dempsey, while believing that present conditions warrant conservative action, nevertheless regards the disturbance as temporary.

R. L. Gilliam, manager of the eastern sales office of the W. M. Ritter Lumber Company, headquarters Land Title Building, Philadelphia, was in town last week going over matters here with E. E. Eaton, 158 West Eighty-first street, Manhattan, who so ably looks after the Metropolitan district for the company. Both gentlemen take an optimistic view of the situation.

Carl Rensing, representing X. Rensing, lumber importer of Antwerp, Belgium, sailed November 30 from this port for home on the French liner La Savole after having spent two months in New Orleans and other points, closing contracts for lumber for export. Mr. Rensing makes a specialty of pitch pine, North Carolina pine and hardwoods.

George R. Balfour, Jr., of the Balfour & Koch Company, foot of East Thirtieth street, Manhattan, and Miss Madaline Fogarty of New York were married on November 27 at the home of the bride, 302 West Eighty-sixth street, Manhattan, and after an extended honeymoon South will reside at Ninety-seventh street and River Side Drive. The wedding was attended by quite a number in the local lumber trade.

The Ontario Lumber Company, manufacturers and exporters of hardwoods, with mill at New Kingston, N. Y., has opened local sales office at 14 West Twenty-third street, Manhattan, in charge of J. I. Ramer.

The Kantor Lumber Company has been incorporated in New York to manufacture interior woodwork and trim, with plant at 449 West Forty-first street, Manhattan. The capital is \$10,000.

J. B. Ransom, the distinguished Nashville lumberman, president of the Hardwood Manufacturers' Association of the United States, and head of the extensive hardwood interests of J. B. Ransom & Co., was a visitor this week in the interest of business. Mr. Ransom reports that the plant of the Nashville Hardwood Flooring Company, one of the concerns in which he is interested, and which does a large trade in the East in oak flooring, has recently been greatly

## Philadelphia.

her as having slackened up somewhat, but the total amount of business written notwithstanding.

Justin Peters, manager of this company, is making a tour of the West and will also visit a number of cities in the West on his return trip.

John J. Rumbarger is selling lumber on his own account, and appreciates fully the manner in which the business is being handled. He reports business so far very satisfactory.

The W. M. Ritter Lumber Company and R. L. Gilliam, assistant sales manager, have every confidence in an early improvement in trading. Mr. Gilliam reports the mills active and business generally moving along smoothly.

The Boice Lumber Company, Inc., are not troubled over the financial situation. C. E. Lloyd, Jr., of this concern reports some fair orders coming in, and though not rushed, he says, they have no inclination to force the market, as everything is gradually and surely coming around all right.

Soble Brothers report their men taking things easy; they are not worrying at all, but are content to pick up a desirable order here and there. H. I. Soble is at the mills in Honaker, Va., looking after the firm's interests.

William M. McCormick is making a tour of the South, visiting the various mills in which he is interested. At the office they report stock sold way ahead.

Wistar, Underhill & Co. are optimistic as to the outlook for business. Their men are not getting the business of a year ago, they admit, but they are gathering some good orders, and a better feeling prevails concerning the prospects for 1908. This concern has enlarged its office capacity, now occupying 812, 814 and 816 Rittenberg Estate Trust building.

H. H. Maus & Co., Inc., report business of late a little quiet. H. H. Maus has just returned from a trip through the state, where he made some good sales and where he found people generally feeling more cheerful as to next year's business.

Jerome H. Shelp of Shelp & Vandegrift, Inc., and his son, Stanley Shelp, a student at Harvard University, were visitors to the Pennsylvania-Harvard football game. Jerome H. Shelp is now on a hunting trip in the wilds of North Carolina.

Joseph R. Rogers, the recently appointed Vicegerent Snark of Pennsylvania, eastern district, has called a concatenation for Friday, December 13. The date of Friday, the 13th, which would be superstitiously considered a deadly combination, is a lucky one for the eastern Hoo-Hoos, as it will be recalled that the first concatenation held in Philadelphia, which was the beginning of the movement to create an interest in the order in the East, was called by ex-Vicegerent Snark John J. Rumbarger on Friday, the 13th, four years ago this fall, when twenty-nine members were initiated.

H. E. Olson, formerly with the Rumbarger Lumber Company, is now with the Crosby & Beckley Company, wholesale hardwood lumber, New Haven, Conn. He recently spent some time at the company's mills acquainting himself as to the stock conditions. With the exception of New York and Boston, Mr. Olson will look after the eastern territory, with headquarters at the Lumbermen Exchange rooms, this city.

George Warner, Drexel building, has returned from a tour of the South, where he has various sawmill interests.

S. M. Warner of Seymour Y. Warner & Co. is visiting various southern mill points in which he is interested.

O. M. Preston of the Keystone Box Manufac-



oring Company has just returned from a gunning trip in Maryland, where he bagged some good game.

R. B. Burns of the Tug River Lumber Company, Bristol, Tenn.; G. G. Stitzinger, New Castle, Pa.; Mr. Houser of Brook, Va.; J. A. G. Allen, general manager of the Tygart River Lumber Company, Mill Creek, W. Va.; and John Flint of Plant, Irving & Stoner, Pittsburg, Pa., were recent visitors in Philadelphia.

John Smith of R. M. Smith & Co., Parkersburg, W. Va., and their Philadelphia representative, Benjamin C. Currie, Jr., recently made a tour of the Metropolitan district.

On November 27 creditors filed a petition to have the Rumbarger Lumber Company of this city adjudged an involuntary bankrupt. The names of creditors and amounts claimed are J. Gibson Melvain & Co., \$2,916.04; Fenwick Lumber Company \$1,750.32; and Sobie Brothers, \$7,924.57. This action was necessary, as the receiver of the Rumbarger company experienced great difficulty in controlling the out-of-town interests of the company, which were being attacked.

On November 29 John L. Coxe was named receiver for the Keystone Wagon Works of Reading, Pa., a concern capitalized at \$400,000. The receiver's bond was fixed at \$100,000. The debts are said to aggregate \$160,000.

The Harlan & Hollingsworth Corporation of Wilmington, Del., contemplates the construction of modern car shops on a large scale.

Edward H. Buckman of E. H. Buckman & Co., planing mill, lumber and coal, Doylestown, Pa., died recently, aged 43 years.

The Sanitary Burial Casket Company, Reading, Pa., obtained a charter under Pennsylvania state laws on November 22. Capitalization, \$5,000.

The Triumph Lawn Mower Company, New York, was chartered under Delaware state laws November 18. Capitalization, \$250,000.

The Centre Lumber Company, Bellefonte, obtained a charter under Pennsylvania state laws on November 21. Capitalization, \$20,000.

The Adirondack Mineral and Lumber Manufacturing Company of New York city, to acquire by purchase or otherwise standing lumber, etc., was incorporated under Delaware state laws on November 30. Capitalization, \$300,000.

Thomas Drein & Son, Philadelphia, to manufacture, sell and deal in vessels and lifeboats, their furnishings and appliances, obtained a charter on November 30. Capitalized at \$20,000. The incorporators are Charles G. Cadwalader and John W. Gray of Philadelphia and Harry W. Davis of Wilmington, Del.

The Newport Lumber Company, to engage in the production of railroad ties, telegraph poles and lumber, was incorporated under Delaware state laws on December 3. Capitalization, \$10,000. Incorporators are of Newport, Pa.

A number of Wilmington, Del., capitalists obtained a charter under Delaware state laws on December 3 for the Dragon Motor Company. Capitalized at \$1,000,000. Object of company, to manufacture automobiles and motor vehicles.

#### Baltimore.

Not in years has an annual meeting of the Baltimore Lumber Exchange brought out such a large attendance as the last, which was held at the Merchants' Club on the evening of December 2. The reports of the various officers and committees showed the affairs of the association to be in especially prosperous shape, that of the treasurer being particularly gratifying. His report showed that all debts had been paid, all outstanding accounts collected, and that there was a balance on hand of \$3,452.10, a condition seldom recorded in the history of such an organization. After the annual address of President William M. Burgan, which reviewed the work of the past two years, the question of appointing a salaried secretary was taken up for discussion. It was decided to carry final action in this matter over to the next quarterly meet-

ing, owing to the extra expense involved. Secretary M. A. Stephens resigned, and his successor will be elected later by the managing committee. Ridgeway Merryman, chairman of the inspection committee, submitted a report from J. G. Creamer, chief inspector, who took up this work in June last. During this time he has been able to show a marked improvement in inspection matters, and has been able to conduct the department expenses in such an economical manner as to leave a margin of \$275 to the credit of the bureau. The election of officers resulted as follows:

President—Edward P. Gill.

Vice president—John L. Alcock.

Treasurer—Luther H. Gwaltney.

Managing committee—Richard W. Price, Lewis Dill, Theodore Mottu, Ridgeway Merryman, George H. Pochlmann, Daniel MacLea, George E. Waters, Maurice W. Willey, John L. Alcock, Rufus K. Goodenow, George Schumacher, William M. Burgan.

After the business meeting the company adjourned to the dining hall, where a delightful banquet was served.

M. S. Baer of R. P. Baer & Co. returned last week from a trip of several weeks up the Clinch Valley, and through eastern Tennessee and western North Carolina. He reports that in the territory visited he found only one mill at work, the others having shut down owing to unfavorable weather. Stocks everywhere were rather light, and he gained the impression that if there was a quickening of the demand prices would go up. His concern's mill at Mobile is now cutting on logs they had in pond, and when these have been disposed of the plant will suspend operations for the present. Mr. Baer regards the situation in the main as strong, and considers the outlook very promising.

Information about short stocks was also brought here by E. C. Boice, president, and C. E. Lloyd, vice president of the Boice Lumber Company of Abingdon, Va. Both stated that few mills had stocks in any quantity on hand, and while they admitted that business was very quiet, they also pointed out that with a material increase in the demand the consumer would begin to be pinched for supplies.

Edward Healy of John L. Alcock & Co., who has been covering some new territory in West Virginia for his firm during the past few months, has returned to the home office here and will probably not go out again this winter.

The R. E. Wood Lumber Company is sanguine over the outlook for business, and anticipates an early resumption of good trading. They are preparing to increase their mill capacities and report business holding up fairly well.

James H. Cranwell looks upon this country as prosperous in every way. He has no fear that the wild speculators in New York will do any permanent harm to business, but feels satisfied that the hardwood situation is in fairly good shape, with outlook promising.

The Emerson Company, dry kiln builders, report business a little quiet. Mr. Wofford of this concern has great confidence in the country and is not at all uneasy concerning the recent financial flurry. He looks for good early spring trading.

John Alcock & Co. report the export business moving along in good style. As to the recent panicky condition, Mr. Alcock regards the situation much improved and the outlook for 1908 as good.

#### Pittsburg.

The McDonald Planing Mill Company of Wheeling, W. Va., has been incorporated with a capital of \$25,000. Its members are George M. and James T. McDonald, Herman L. Arberry, Henry A. Hoete and Frank C. Cox, all of Wheeling. A mill will be erected.

The C. P. Caughey Lumber Company is steadily gaining ground in the hardwood market and it keeps Manager S. A. Seaman on the jump to keep its Washington county operations busy

enough to supply the demand for oak. It has taken some excellent business from big concerns the past six weeks and is doing a good deal of furnishing for the government.

Harry Wilson of the old J. I. M. Wilson Company is located in the Bessemer building, where he is making a specialty of ties and poles. He finds that the trolley companies are buying fewer poles than two months ago, but that the telephone companies are taking some good lots at good prices.

The Stover Lumber Company has recently established a branch office in the Ferguson building, where it is handling a large part of its business. Mr. Stover spends the larger portion of his time in Pittsburg, having arranged to leave his Elkins, W. Va., operations in excellent hands.

Work on the big La Belle box factory at Wheeling, W. Va., has been started. With the box and chair factories that are getting planted in the Pittsburg district this winter hardwood men should be greatly encouraged, for they will be very large consumers of hardwood lumber of various sorts.

The eastern Ohio mills are getting in a big run this fall and winter on elm and ash timber and are fast cleaning up the few remaining large tracts. The weather has been ideal in the past month except for the absence of snow, and the country mills have kept their forces working full time. Agents are now scouring every county on the Western Reserve in Ohio for elm timber for spokes and are paying better prices for "scrub" lots than choice timber brought ten years ago.

The Newell Brothers Lumber Company reports that it shipped thirty cars of lumber from its West Virginia plant last month and that it is getting orders fully as fast as it makes shipments. This concern has one of the best tracts of hemlock hardwood in West Virginia and is picking up a very desirable lot of trade.

A. P. Irish, vice president of the Fuller & Rice Lumber and Manufacturing Company of Grand Rapids, Mich., dropped off in town this week to see his old friends. He did not have a particularly rosy view of things to show, but believes that conditions are going to be very much better after January 1.

The A. M. Turner Lumber Company is one of the concerns that is keeping hard at it these days. Both President A. M. Turner and Secretary O. H. Rectanus are disposed to take a very hopeful view of the situation and believe that after the abnormal financial conditions have been righted a little, which they think will be soon, lumber business will pick up very rapidly.

The J. C. Moorhead Lumber Company is keeping things busy at its offices in the Farmers' Bank building and has its salesmen driving up prospects all over the middle and eastern states. The operations of this concern at Shyrock, W. Va., are moving along well and it is turning out the sort of lumber that sells and sells well even in hard times.

A movement is on foot to locate a big bent wood works in Steubenville, O. The Board of Trade of that city has the matter under advisement and is likely to aid materially in getting a site, etc. The factory proposes to employ fifty men at the start.

The Mead & Speer Company keeps things moving at about the usual pace at its offices in the Park building and is enlarging its force preparatory to extending its business next year. Mr. Mead is most optimistic as to the situation and thinks that if the banks would loosen up as they well might do the lumber business would come up into the wind with a rush.

The Acorn Lumber Company is one of the newer concerns that is attending strictly to business and getting plenty of it, too. President Domhoff knows the trade in this district and he is picking his customers and then giving them the kind of stock that they are willing to pay good prices for. His sales for the past two months would surprise many of his older com-



## HARDWOOD RECORD

patrons, especially if they could see his large proportion of prompt returns.

The Lunt Evans & Stone Company is not depressed over the present lumber situation. It has its operations well in hand and is coming up a list of hardwood orders that will make its 1907 business show up mighty well on its books.

W. T. McMillan is getting the affairs of his new company on a good working basis and his new offices in the Schmidt building always present busy scenes. The company's mill near Elkins, W. Va., is running steadily.

The Nicola Lumber Company is moving good quantities of lath and shingle as well as good stocks of building lumber. Its officials are doubling their efforts and finding good customers by hard work who are willing to pay first class prices for the right sort of stock when it is delivered as promptly as the Nicola company do it.

"Things are moving along just as well as could be expected," said J. F. Balsley, hardwood manager for the Willson Brothers Lumber Company, the other day. This means that the Willsons are getting enough business to make them sure of a big year's total in spite of the slow market the past two months.

W. H. Ward, who lately joined the forces of the Interior Lumber Company, is taking a couple of weeks to size up the stocks in the Northwest. Secretary J. G. Criste of this company says that the company's deals made recently in Pennsylvania are bringing it some very good results. President J. R. Edgett is still in the South.

Two things are evident to the most casual observer of lumber affairs and conditions in Greater Pittsburg. One is that the building situation is going to be easier after February 1 unless all signs fail. Labor is very much easier to deal with than a year ago and is becoming more pliable every day as the ranks of unemployed men all over the country are augmented. While it is not expected that the wage scales will be materially reduced, it is a practical certainty that better men can be secured and that they will do a better day's work than at any time in the past three years. Architects all over the city report more encouraging prospects and say that many builders who shelved their projects last year are ordering new estimates taken.

The other favorable omen is the certainty of a Greater Pittsburg. Now that the law has been declared constitutional the uniting of Pittsburg and Allegheny is only a formality and a dozen boroughs are already clamoring for admission. Over \$15,000,000 worth of public building projects have been announced already. It is safe to say that some of these will go ahead next spring as well as many other municipal projects which have been held up temporarily pending the outcome of this matter. The greater city will contribute not a little, it is expected, to next year's business and will aid very materially in getting better car and switching service in Allegheny county.

### Buffalo.

Three hardwood lumber concerns were represented in the annual election of the Manufacturers' Club on December 2. Frank A. Beyer was elected president, A. J. Elias was made first vice president, and I. N. Stewart one of the trustees. This is a large body of business men and has done much good work. The city is waking up to the value of business enterprises, especially the pushing of manufacturing interests, iron leading.

M. M. Wall has returned from a short trip to Mount Clemens and will take up the winter's work of looking after his share of the numerous branches of business carried on by the Buffalo Hardwood Lumber Company or its individual members.

They are still saying that A. Miller has a

faculty for buying hardwood lumber easy and they never say that he cannot sell it, though it is not to anybody's advantage to push sales very much.

The Standard Hardwood Lumber Company is as usual carrying a yard full of oak and poplar, with more or less ash and chestnut, but will let the southwestern sawmills go slow a while, till it is known how the winter trade will shape up.

O. E. Yeager is finding already that his trade is coming back, and he is of the opinion that it will be all right in a comparatively short time, especially with woods that did not go off to any extent in price.

The yard of F. W. Vetter is showing considerable activity for an off season, and good stocks of lumber are constantly arriving to make up for sales.

I. N. Stewart & Bro. are still successful in following the old course—when in doubt sell cherry. The firm has done so much of that right along that it is no easier said than done. The yard carries other hardwoods, too.

The yardward of T. Sullivan & Co. is full of lately-received Michigan hardwoods, with elm and black ash leading. It will be necessary to go slow with Pacific coast lumber till freight complications are over.

The Hugh McLean Lumber Company is keeping all its sawmills running at a rate that will bring in a good lot of stock when the demand increases. The company is optimistic regarding conditions and looks for an early resumption of buying.

Scatcherd & Son are always looking out for oak in their eastern trade and will run their Memphis mills as fast as they can to provide the stock.

The organization of the Bathurst Lumber Company is announced. It has for its purpose the development of a large tract of timber at Bathurst, N. B., bought some time ago by a syndicate composed of members of the Hugh McLean Lumber Company, the Haines Lumber Company and C. M. Carrier of Buffalo. Mr. Carrier and M. E. Preisch have gone to Bathurst to perfect the organization and look over the operations. The election of officers will be held when they return. Work on quite a large cut of timber, mostly spruce and cedar, is in progress.

### Detroit.

The Acme Box Company has reorganized and elected new officers. Douglas D. Flanner and Henry W. Reeves of Flanner & Reeves, who for the past two years have been heavy stockholders and president and secretary-treasurer respectively of the company, have withdrawn from the concern altogether. The business was formerly conducted by Arthur Yeomans and run under the name of the Yeomans Box Company. Financial difficulties, due to the failure of the American Box & Lumber Company, placed Mr. Yeomans under obligation to Flanner & Reeves. Pending the payment of these obligations the capital stock and obligations of the company were turned over to Flanner & Reeves, who were to reconvey the stock to Mr. Yeomans upon payment of the indebtedness. All the indebtedness has now been paid off and the Yeomans are again in complete control. The officers of the company now are: President, Arthur Yeomans; vice president, E. J. Marshall; secretary-treasurer, Fred H. Yeomans. The business of the company has been advancing rapidly of late.

The McClure Lumber Company is in a rather unsettled condition at present, the company's affairs being in the hands of ex-Gov. John T. Rich, acting as trustee. G. Jay Vinton of the Vinton Company, contractors and builders, was heavily interested in the enterprise, which included hardwood yards in Detroit and extensive pine mills in Alabama. It is understood that the McClure brothers are out of the firm altogether. George McClure, one of the members of

large orders for hardwood lumber.

An order for hardwood flooring for the entire retail firm of Holden, Miller & Murray, from the factory of the Thomas Forman Company at the Rouge.

The affairs of the Kelley Lumber & Shingle Company of Traverse City, Mich., are now in the hands of a receiver. A Detroit firm of lawyers are trying to settle up the affairs of the company.

"I believe that the price of lumber will be away up out of sight next spring and that business will be better than it has ever been before," said George McClure, upon his return from Cincinnati and the East recently. "The mills in many places are shutting down now for various reasons, which will mean that when the rush of the building season starts next there will not be near enough lumber on hand."

The Brownlee-Kelley Company, with offices in the Telegraph Building, report the hardwood trade is in satisfactory condition at present. Although operations are not altogether active, Mr. Kelley looks for the real rush to start about the middle of January.

A noticeable improvement in the shipping facilities at Detroit have been made during the past month, as a result of the officials of the Board of Commerce and the Wholesalers' Association having stirred up the railroads.

### Bay City and Saginaw.

The hardwood industry in this section has fared as well as any other industry since the financial upset. It has fared better in fact than some. Just now there is not much stock moving and it is not expected that trade will pick up until after the new year. Manufacturers are going to adjust the balances of the year and take an account of stock before squaring away for another year's business. One feature of the situation is that stocks are greatly reduced and hence the trade is not confronted with an excess in production.

Figures showing production have not yet been compiled, but Saginaw and Bay City mills will not make as good a showing, it is expected, as last year. The mill of W. D. Young & Co., which has been cutting 17,000,000 to 20,000,000 feet annually for years, was burned September 2, and thus three months' run was cut out. The new mill will shortly be ready to begin sawing. The new Richardson Lumber Company's mill is also about ready to run. It is modern throughout and one of the best equipped in its line. The company will bring logs down from Montmorency county.

The Kneeland-Bigelow Company mill is running day and night. Mr. Bigelow says that trade is in healthy tone in so far as the outlook for the next season is concerned. This concern cuts largely on yearly contracts and he says the people to whom he has furnished stocks right along have advised him they will be in the field to figure for another year. The present year he furnished about 15,000,000 feet to the S. L. Eastman Flooring Company. A large portion of this was maple. The company is operating four logging camps in Montmorency county, a trainload of logs coming to the mill every day.

The Kneeland, Buell & Bigelow Company mill is running ten hours a day and will continue during the winter. This mill is stocked by Frank Buell. The manager says that the output of both of these mills the ensuing year will be as large as that of the present year, it being the intention to cut about 42,000,000 feet. Mr. Buell is operating eight logging camps and is now sending 100 cars loaded with saw logs to the Saginaw river every twenty-four hours, having increased the output thirty cars the last week. A portion of these logs go to Biles & Van Auken, who have experienced a successful season.



There will be some curtailment of stock to be put in this winter incident to existing conditions and difficulty in obtaining currency. One effect of this condition is to bring about a readjustment of the wage scale and also lessen cost of living. Lumbermen everywhere are sending down wages. Owing to the high wages and the scarcity of labor the last two years men became independent and discontented, and while they realized they could get a job anywhere they could not be handled to advantage. Men are more plentiful now than they have been in a number of years and they begin to realize what they are up against. Frank Buell says that some of his men will not be reduced, but on the whole there will be a scaling down of ten per cent. He has 700 men on his payroll and his decision will govern that of most other operations. At Boyne City the men employed by the Boyne City Lumber Company struck the other day by reason of a reduction of ten per cent in the wage scale, but they thought better of it after a day or two and returned to work. Some 400 of the Wm. H. White Company's men are reported to have gone out on account of a similar reduction. They will have to come to it eventually and those who accept philosophically will be the best off in the end.

The big Butler Company of St. Louis, manufacturers of wooden novelties, are reported to have decided to establish a plant at Boyne City.

The mill of the Batchelor Timber Company at West Branch has resumed operations after a shut-down of three weeks for repairs.

A petition in involuntary bankruptcy has been filed against Ross Bros., lumbermen of long standing at Beaverton, Mich. The failure came as a surprise, as the firm has been regarded as of undoubted standing. It founded the town and has been practically the whole thing there the past twenty-five years. The liabilities are estimated at \$300,000 and the resources perhaps one-half as much. They have manufactured ten to twelve million feet of mixed lumber annually for a number of years past and also manufactured shingles and cedar products.

Jobbers are putting in 8,000,000 feet of logs for the Gates estate of Bay City, north of Rose City in Ogemaw county. The logs will come to the mill at Bay City.

#### Columbus.

The Ohio Shippers' Association, which has headquarters in Columbus, is making an effort to secure an additional class in the scheme of freight classification by Ohio railroads. The association has filed a petition with the Ohio Railway Commission asking for the institution of the seventh class, which will include lumber among a number of other commodities. It is urged that the present plan has many injustices to shippers, especially those handling lumber and coal. The new plan is based on the mileage system and would change rates radically. Data is being collected by lumber dealers for the hearing before the Ohio Railway Commission in the near future. Hardwoods will be vitally affected by the new classification in case it is adopted.

The Columbus Lumbermen's Credit Association, organized about a year ago to take the place of the retail association, which was discontinued at that time, in its turn has disbanded. The rooms in the Columbus Savings and Trust building have been given up and the furniture has been stored. A movement is on foot to reorganize the retailers and jobbers of Columbus into an association having more rigid regulations. A meeting of those interested will be called soon after the first of the year, when the feasibility of forming the association will be discussed.

The W. M. Ritter Lumber Company reports scarce orders, as many are being held up until after the first of the year. Production is being curtailed to a certain extent, but none of the mills located in the southern states have been shut down. The situation is expected to be brighter in the spring.

M. A. Hayward, a dealer with offices in the Columbus Savings and Trust Building, is making a specialty of poplar. He is stocking up continually, and with the resumption of normal market conditions will be prepared to supply a heavy demand. He believes that business will soon take a turn for the better.

The Crosby & Beckley Lumber Company, while reporting trade quiet at present, looks for much brisker conditions in the spring. "We are stocking up right along and will be prepared to meet any demand," said a member of the company recently.

The Powell Lumber Company will have its large remanufacturing mill ready for operations the first of the year.

It is expected that the majority of the lumber dealers of Ohio, western Pennsylvania, West Virginia and eastern Kentucky will gather at the Great Southern Hotel, Columbus, January 21 to 22, to attend the twenty-sixth annual of the Union Association of Lumber Dealers. It has been four years since the convention was held in the Buckeye capital, and considerable interest centers on the meeting because of the proposition which will be submitted to make Columbus the permanent headquarters for the organization.

#### Indianapolis.

William C. Mummert, owner of a veneer plant at Wawaka, died at the Presbyterian Hospital, Chicago, on November 25. He was an Elk and a member of the Knights of Pythias.

The National Veneer and Lumber Company is making improvements in its plant at West Michigan street and the Belt railway. They will cost several hundred dollars.

Building in Indianapolis during November was almost two-thirds less than it was in November, 1906. There has been little improvement so far this month.

Two twelve-year-old lads have been arrested for breaking into the office of the Southern Indiana Lumber Company, Martinsville, and stealing about \$50 worth of locks. They attempted to break open the safe.

An increase of from \$20,000 to \$30,000 has been made in the capital stock of the Evansville Desk Company, Evansville.

A change has been made in the name of the J. C. Paxton Lumber Company, South Bend, which is now known as the Deming-Winnie Lumber Company. An increase has also been made, from \$20,000 to \$60,000, in the capital stock.

S. B., T. B., W. H. and O. U. Coppock have organized the S. P. Coppock & Sons Lumber Company at Ft. Wayne and have incorporated with \$45,000 capital stock. They will manufacture lumber and deal in a full line of building materials.

The Mass-Neimeyer Lumber Company made and gave sixty-four small beds to a Christmas fund conducted by a local newspaper a few days ago. These beds will go to make as many little ones happy on Christmas eve.

#### Cincinnati.

At the December meeting of the Lumbermen's Club, held Dec. 2, E. H. Hargrave of the Cincinnati Tool Company talked on extension of trade with South and Central America. After his address dinner was served. The attendance was large and the meeting a very helpful one.

The friends of William A. Bennett, president of the Cincinnati Chamber of Commerce, are urging him to accept a renomination. The annual election takes place in January, and the nomination will be made the latter part of this month. While there is no rule of the Chamber of Commerce against it, of late years it has been the practice to elect a new president each year. The administration of President William A. Bennett, his friends say, has been a very successful one and accomplished a great deal for the organization. Should he be nominated on the Red ticket again this year it is more than probable

that the Yellow ticket will indorse him, as he has a multitude of friends in both parties.

The Mitchell Hardwood Company of Conneaut, Ohio, has applied to the secretary of state for an increase in its capital stock to \$85,000, which has been granted.

Stephen Hauser, Jr., president of the Hauser-Brenner & Fath Cooperage Company, has left on a business trip to Pittsburg and through Kentucky. He expects to stay away several weeks and said before he left that by the time he returns he hopes that the present money stringency will have eased up.

E. M. Schantz of the E. M. Schantz Lumber Company of North Fairmont has returned from a successful business trip to Dayton. Mr. Schantz said that his new invention of dimension and register saws is working to perfection.

J. E. Dulweber, of the Nicola, Stone & Meyers Company has returned from a trip through Indiana on business.

Benjamin Ryan, 566 Freeman avenue, filed a petition in bankruptcy last week. Mr. Ryan has been in business for many years and was always thought to be in good financial standing. The scarcity of money has forced him to make the assignment. His liabilities are almost double his assets. The Pearce Lumber Company has entered a complaint against Mr. Ryan, claiming he purchased several carloads of lumber of them while insolvent, and fraud is charged. All of the lumber has not been received by Mr. Ryan and the Pearce company, through Attorney Pearce, son of the lumber merchant, has asked the court to have the railroads return that now on tracks. The court granted this and the next day rejected the order. The case is now before the court to decide, and it will be cleared up as soon as possible. Alfonso C. Frey has been appointed receiver for Mr. Ryan.

Creditors of the Cypress Lumber Company recently held a meeting in Covington and selected Attorney Herbert Jackson as the trustee of the concern. Martin M. Durrett fixed his bond at \$100,000, which he furnished. Mr. Durrett stated that as yet it was impossible to tell anything about the firm's condition.

William E. Delaney, general manager of the Kentucky Lumber Company, has gone on a tour to the three mills of the company. He is on a general inspection tour and will submit his report to the directors of the company when he makes his annual report in January.

The Wiborg & Hanna Company of this city had a rather serious fire at their plant located at Victor, Miss. The flames consumed about 1,000,000 feet of choice lumber, but fortunately all was covered by insurance. The offices and other structures of the company were untouched.

M. St. C. Shaw, local manager of the Robert H. Jenks Lumber Company of Cleveland, O., has been appointed captain of the Gym football team. He has been playing a good game in football as well as in the lumber business all season.

The Western Lumber Company, which for many years was located at Richmond and McLean avenues, has removed its yard and offices to Eighth and Evans streets, directly opposite the Maley, Thompson & Moffett Lumber Company. The company purchased this property some time ago, but owing to the fact that it was bottom land were not able to erect its plant until the filling up was completed. Max Schmidt and Eugene Zugelter are the proprietors of the company and hope eventually to enlarge their plant to almost double its present size, as they now have the room and everything necessary. Their old plant has been sold to the George Littleford Lumber Company, and it will be known as the west end offices of that concern. The lumber on the old site is being removed, except what was sold to the Littleford company.

J. R. Bosken of the Price Hill Lumber Company passed away last week after a short illness. He had been president of the Price Hill Lumber Company for many years, and his death was a shock to the general business community.



The receipts of lumber last month amounted to 7,066 cars, while the shipments numbered only 5,326 cars. For the same month last year the receipts were 6,190 cars, while the shipments only numbered 4,704. The amount of business was more than that of last year, but considering the strong demand during other months the dullness has been more keenly felt.

A. R. Scovill, a prominent carriage manufacturer of this city, died at his home on Dana avenue last week of kidney and heart troubles. Mr. Scovill was a member of the firm of Sayers & Scovill.

### St. Louis.

A low ebb in building operations prevailed in St. Louis during November. A falling off in excess of 65 percent as compared with November last year was shown in the number of building permits. November, last year, St. Louis was making a record in building operations. The figures for the month of November this year are \$789,166, which is a decrease of \$1,561,000 from the total of \$2,351,000 of November, 1906. The number of permits issued were 453 as compared with 660 last November.

The receipts of lumber by rail for the month of November this year were 11,310 cars, as compared with 9,042 cars the same month last year. This shows a gain of 2,268 cars for November this year over last November. Receipts by river were 108,000 feet as compared with 365,000 feet during November of last year. This shows a falling off of 257,000 feet during November this year. Shipments by rail November this year were 7,881 cars as compared with 6,952 cars last November. This shows a gain during November this year of 929 cars. The shipments by river this year were 245,000 as compared with 197,000 feet last November. This shows a gain in favor of November, 1907, of 48,000 feet.

John Christy of Upper Alton, Ill., has rejoined the traveling staff of the William G. Frye Manufacturing Company and will travel over the same territory he covered when he was connected with the company some two years ago. The past two years he has been in business for himself.

George B. Abbott, a hardwood lumber dealer in East St. Louis, was married to Miss Mabel Williams last week at the residence of the bride's mother. They have gone to Jacksonville, Fla., on their wedding trip.

A quiet marriage last week was that of Henry Quellmalz, Jr., son of Henry Quellmalz of the Henry Quellmalz Lumber & Manufacturing Company of this city, to Miss Verdie Kernahan. Mr. Quellmalz, Jr., is associated with his father in business.

An important meeting of sash and door manufacturers was held at the Planters Hotel Nov. 26. It is said that the new price list introduced by some of the manufacturers was the occasion of the meeting. It was held very quietly and few knew of it. While it was impossible to get the report of the meeting it is said that it was decided to continue the old list for the present. In this decision they do not mean to antagonize the manufacturers, but only to postpone a change in prices until later, when a mutual concession by both the manufacturer and the wholesaler will be made. The meeting did not escape the notice of the newspapers, for an afternoon paper came out with an article in which it stated that a combine had been formed, and it created considerable comment.

The following circular has been sent out by the committee appointed at the last meeting of the "Yellow Piners":

"An organization to be known as the Lumberman's Club of St. Louis is in process of formation, a committee having been appointed for that purpose. This committee is now ready to report, and extends to you a cordial invitation to be at a meeting to be held at the Mercantile Club Saturday evening, Dec. 7, at 6 p. m. Dinner will be served at this meeting and we would be very glad indeed to have you present with us.

"Our guest of honor will be Hon. Joseph W. Folk, governor of Missouri, who has kindly consented to be with us on that date and help us start off this new organization.

"The object of this club is to promote the general lumber interests of St. Louis by social intercourse and exchange of views, and will be composed of officers of corporations and members of firms manufacturing and dealing in yellow pine and hardwood lumber. This includes all manufacturers, wholesalers and retailers having residence in the city of St. Louis.

"We trust that you will try and be with us, as at this meeting a permanent organization will be perfected. Kindly advise so that we can arrange for the correct number at this dinner."

This circular is signed by J. A. Freeman, chairman; W. A. Bonsack, C. M. Jennings, F. Waldstein, George E. Hibbard and Thomas C. Whitmarsh. At this writing letters have been received from enough to insure a big meeting and a most successful start of the new organization.

Walter T. Warner, son of E. H. Warner, was married Nov. 27 to Miss Edna Crawford Mulhall, also of St. Louis. A wedding trip of the western cities was taken.

E. W. Blumer, sales manager of the Lothman Cypress Company, says business is quiet. Mr. Blumer has just returned from the mills of the company and says that conditions are not at all satisfactory in the South.

Very little is doing in the hardwood market. Theodore Plummer, president of the Plummer Lumber Company, says.

The situation is uncertain and business is quiet, says C. E. Thomas, of the Thomas & Proetz Lumber Company. Because of the quietness in trade they have closed down their mill at Belzona, Miss., and will not resume operations until business is more active.

George E. Hibbard, vice president of the Steele & Hibbard Lumber Company, reports business during November much better than they supposed it would be. Towards the last of the month business was quite good and they completed the month with considerable more business than they expected to do at the start.

### Nashville.

John B. Ransom has gone to New York on a business trip.

M. F. Greene of the Davidson-Benedict Company has gone with his family for a stay of several months at Rock Ledge, Fla. Mr. Greene has a beautiful winter home there and he always has a rare time.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, is spending a week in Philadelphia, his former home. He has many relatives and friends in the Quaker City, and while visiting these he also gave attention to business affairs in that direction. Mr. Doster has busied himself recently with the effort to get an expression of opinion from leading dealers in all sections on the present situation. Looking to that end he has sent out a letter embracing a long list of questions, asking for prices, inquiring about operations, movements, etc. Replies have already commenced reaching his office, and in the near future he expects to be able to make a comprehensive report on general conditions.

William Garrison, foreman of the W. B. Earthman Lumber Company, is dead as the result of having stepped on a rusty nail and contracting lockjaw. He was working in the lumber yard a few days since and stepped on a four-penny nail. A painful wound was inflicted, but he paid little attention to it and returned to work as usual. Lockjaw developed, and he was removed to the hospital, where he died. He was sixty-one years of age, a valued employe of the company and came here from Watertown, Tenn.

H. A. Freiberg of the Freiberg Lumber Company of Cincinnati was a visitor in the city this week.

W. C. Robbins, a Boston lumberman, visited the city last week. He reports a great building era in the East, especially in New England. The object of his visit was to get in closer

touch with the dealers in order to take care of the large output he expects to handle.

Love, Boyd & Co. have shut down ten of their small mills and are now only running two mills. As John W. Love says: "We have trimmed our sails by shutting down our operations, thus cutting off every possible expense, and we are not trying to sell lumber. We are going to stand pat and hold our lumber, as we do not believe it will be long before it is wanted at October prices. People will get tired of inactivity after a while and will go to trading, and then we will be ready to do business."

Many of the local lumbermen are looking at things as Mr. Love does, and have adopted a similar policy.

The farmers of Dickson county, Tennessee, are much wrought up over the denuded condition of the timber in their section, and they are preparing to take steps to save the timber. So scarce has it got in that section that a no-fence system is practically in vogue.

John B. Ransom has the following to say of the situation:

"Our stock at this time is about one-third less than at a similar period last year. We are short on poplar and ash. We have sawed up all our river stuff with the exception of five rafts, and when we saw them we expect to shut down our mill and not start it again until the river logs come in. Retail trade is fairly good. We are busy with the box trade and the planing mill business. We are getting a few orders, but a great falling off is noticed. We don't look for any rush in business for the next three or four months. We have not reduced our prices and are not trying to force any lumber on the market."

An involuntary petition in bankruptcy has been filed in the Federal Court here against the De Ford Buggy Company of this city.

The George W. W. Sweeney Carriage Company has made an assignment for the benefit of creditors.

A special from Stevenson, Ala., states that 16,000 acres of timber and mineral lands in Cumberland county, Alabama, have been sold by the Black Band Iron and Coal Railroad Company to Dr. F. D. Pierce of Buffalo, N. Y. A large cash price was paid.

An expert has investigated the affairs of W. B. Earthman & Co. at Murfreesboro, Tenn., and reports that the assets exceed the liabilities in the sum of \$268,000.

A special from Lynnvile, Tenn., states that the Pokeley Spoke and Handle Factory has closed down, pending readjustment of the financial troubles.

### Memphis.

Conditions are improving but not as rapidly as some of the trade anticipated. Buyers are evidently buying only to meet their more pressing engagements, although orders are more frequent than a few weeks ago.

The financial situation is easing some. The statement is made here on the best of authority that the banks in Memphis have more money than they have ever had at this season, owing to their recent efforts to conserve resources. However, they have not removed the restrictions surrounding withdrawals of currency. The issuance of cashiers' checks enables operators to meet their pay rolls without difficulty. Even with the cautious attitude of the banks in the matter of paying out cash, it is recognized that financial conditions are much more satisfactory than they have been at any time since the recent financial flurry manifested itself.

So far as can be learned, there is no disposition on the part of those manufacturers who closed their mills when the financial situation became so acute to resume operations. The Record correspondent has talked with a number of the leading hardwood mill operators in this city during the past few days and they are practically unanimous in the statement that no effort will be made to resume work until about the



first of the year. The Three States Lumber Company had been figuring on opening its plant at Burdette, Ark., Dec. 15, but states that it has abandoned this idea and will not operate it until Jan. 1. Some of the plants which were closed down temporarily because of inability to secure logs have begun running again, but the amount of lumber now being produced in this territory is perhaps not more than one-third of normal for this time of year. Inquiries regarding the amount of stock on hand would indicate a slight increase compared with the average, and manufacturers feel that it is to their best interest to keep production down to as small a level as possible until the demand becomes more active. There is no indication of an accumulated surplus of hardwood lumber and some of the more prominent members of the trade here take the view that consumers may be making a serious mistake in awaiting a decline in the market. They contend that, with the limited production, a resumption of anything like a normal demand will probably advance prices.

The Union Lumber & Manufacturing Company has purchased the plant of the De Soto Lumber Company, which went into the hands of a receiver a few months ago. The purchasing company paid \$12,500 for the plant and will begin operations in a short time. This company was organized here a short time ago with a capital stock of \$20,000 for the manufacture and sale of building material of every kind. It is backed entirely by union men and declares that it will give preference to those who are fair to union labor in all their dealings.

Cards are out announcing the forthcoming marriage of C. W. Holmes of the J. J. Holmes Lumber Company and Miss Lyle Shoemaker, which will be solemnized Dec. 18. Mr. Holmes is manager of the J. J. Holmes Lumber Company and one of the most prominent of the younger lumbermen in this city. Miss Shoemaker is quite well known in social circles, having been one of the season's debutantes at the Chickasaw ball, one of the leading social functions of the year in this city. She is a daughter of Capt. J. J. Shoemaker, who has been identified with the cotton business of Memphis for many years.

The feature of the meeting of the Lumbermen's Club at the Gayoso Hotel, Nov. 30, was the address on fire insurance by D. A. Fisher, one of the most prominent fire insurance men in this section and one who handles a very large portion of the lumber insurance of this territory. Mr. Fisher expressed extreme regret that the tendency of state legislation was so strongly against the insurance companies and intimated very strongly that all such action tended to operate against the interest of the insured. He explained in detail the meaning of standard form insurance and urged upon all lumbermen to take the best insurance obtainable even if it came a little higher than some of the cheaper. He thanked the lumbermen present for the support they had given his inspectors, but said that it was necessary for him to call their attention to the fact that they were not paying as strict attention to "clear space" provisions as they should and that, in failing to do so, they were endangering their own interests.

The attendance at this meeting was quite large. George D. Burgess was in the chair. There were several guests present, including John Lyon of Liverpool, who represents some of the Memphis lumber interests in that market.

The report of W. H. Greble, chairman of the finance committee, showed that there was about \$500 on hand for the Memphis Zoo as a result of the ball game between the lumbermen of Memphis and those of Nashville. On motion Mr. Greble was authorized to turn this money over to Secretary-Treasurer McClure, who was instructed to deliver it to the chairman of the Park Commission after Jan. 1. This money will be used presumably for the purchase of an elephant, this being the avowed purpose of the

lumbermen when it was announced that the ball game would take place in this city.

Three new members were elected. They were, J. S. Morris of the Bennett Hardwood Lumber Company, W. E. Hyde of the Hyde Lumber Company, and A. W. Gould of the Memphis Column Company.

George C. Ehemann reported that he was in receipt of a letter from the Chamber of Commerce of Cincinnati asking that the Lumbermen's Club take some action in favor of currency reform. This brought out the fact that the directors had recently endorsed the resolution passed by the American Bankers' Association dealing with that subject.

The river and rail committee made a rather lengthy report upon a subject of decided interest to the Lumbermen's Club. It contained a set of resolutions recommended by the committee, which was referred to the committee on resolutions; the final action will be taken at the forthcoming meeting. The club desires that nothing should be said in regard to the subject matter of the resolutions until they have been disposed of.

The two committees appointed by President George D. Burgess to select candidates for officers of the club for the ensuing year have completed their work and the opposing candidates for the presidency are two of the most popular of the younger lumbermen in this city—W. B. Morgan, secretary-treasurer of the Anderson-Tully Company and president of the Morgan-West Box Company, and George C. Ehemann, member of the wholesale firm of Bennett & Witte. The race for the presidency is always a lively one, but with these two young men in the field it is expected that the campaign this year, which may be said to have begun already, will be the liveliest in the history of the organization. Mr. Morgan heads ticket No. 1, while Mr. Ehemann is at the head of ticket No. 2. A. L. Foster is chairman of the first nominating committee and E. E. Goodlander of the second. Other officers nominated by ticket No. 1 are: W. H. Greble, Three States Lumber Company, first vice president; C. M. Kellogg, Barksdale-Kellogg Lumber Company, second vice president, and S. C. Major, J. M. Thompson and C. R. Ransom, directors. Ticket No. 2 has nominated the following: John W. Dickson, the J. W. Dickson Company, first vice president; W. A. Stark, James E. Stark & Co., second vice president, and J. E. Meadows, Charley Gladden and George M. Brasfield, directors. John W. McClure has been nominated as secretary-treasurer by both committees and his election is a foregone conclusion.

The committee nominating Mr. Morgan was somewhat embarrassed by the fact that he was a member thereof. Mr. Foster asked him if he were willing to abide by a majority vote of the committee and he replied yes. Then he and Mr. Robertson voted that Mr. Morgan retire from the committee. The latter, with offended dignity, announced his willingness to comply with the desire of the other members of the committee, and he did not see the joke until after a third member was appointed in his stead and he was announced as the choice of the committee to make the race for the presidency. Then he immediately bought the drinks and tried to bribe the other members of the committee to secrecy. But it was too good to keep.

The Arthur Hardwood Flooring Company has installed its additional machinery and this is now in full operation, practically doubling the recent output of the plant. The company reports an active demand for flooring, with a particularly good inquiry from the Pacific coast, to which considerable shipments are being made. There is also some business doing with the northern markets and altogether the demand for flooring is much better than for some of the other forms of hardwood lumber sold in this market.

R. J. Darnell, Incorporated, is installing seven veneer mills in connection with the new double

band plant in South Memphis. It is expected that the latter will be in operation toward the middle of this month. It will be one of the largest and best equipped plants in this city or section when it is ready to run.

Frank B. Robertson, president of the Robertson Lumber Company, left this week on a business trip through Mexico. He will return about the beginning of the holidays.

Depositions in the bankruptcy case of Tuthill & Pattison of Sheffield, Ala., have been taken before the referee in bankruptcy in this city during the past few days. A. A. Parsons and J. A. Tuthill, both of whom were connected with the company at one time, have been examined. The investigation has covered not only Tuthill & Pattison but all allied companies, including the Fincastle Saw Mill, Wardville, La., and the Cypress Lumber Company of Cincinnati. The purpose of the deposition of the Memphis witnesses was to ascertain whether or not there were any more assets which had not been listed by the bankrupt firms. It is claimed that the liabilities will reach \$1,000,000 and it is now stated that the assets, which were said to be equal to the liabilities at the start, have depreciated to \$250,000, making it doubtful if the company will pay more than 25 cents on the dollar. Mr. Parsons was formerly secretary of the company and was employed to sell notes for it. He was behind many of the big deals which were put through, but declares that everything he did was legal and regular. The manipulations of the firm were characterized as "kiting," a method of shifting and exchanging notes from one bank to another to stave off the final showdown. It was shown that accounts were opened with banks in Memphis, Chicago, St. Louis, New Orleans and Florence, Ala. The Memphis Savings Bank handled a large amount of this paper and stood to lose between \$80,000 and \$100,000, and would have done so but that the loss was taken over by the directors. The case is not referred to the referee in bankruptcy here, but the depositions have been taken before him as a form of law. So far no assets other than those listed have been unearthed by the testimony taken here. The depositions of both Messrs. Tuthill and Parsons are declared by the attorney to be very unsatisfactory. Both of them showed a marvelous lapse of memory regarding important details, and their descriptions of the methods of bookkeeping employed by the company indicate that there must have been almost criminal carelessness therein.

### New Orleans.

Much concern is manifested here in the statement that the New Orleans Lumber Exporters' Association, which was organized in this city some time ago by the lumber exporters doing business at this port, would shortly dissolve because its membership has become somewhat divided as a result of the action of several members in affiliating with other organizations. An instance is cited in the case of the exporters of yellow pine who were members of the New Orleans association. These members as a rule joined the new Gulf Coast Lumber Exporters' Association and left the local hardwood men to carry on the New Orleans organization. The latter do not feel equal to the occasion and the dissolution of the association will very probably be the result.

The troubles of another big lumber firm were aired before a meeting of creditors in this city last week and the result of the gathering was the organization of a company to take charge of the affairs of the Denny Lumber Company at Moss Point, Miss. This concern has valuable assets and under ordinary conditions would be able to realize on its holdings a sum sufficient to pay its liabilities and leave a surplus of \$300,000 or more. However, it was deemed advisable to have the creditors take charge and the big concern will now be so operated until every dollar it owes is paid. A committee of



creditors which investigated the company's affairs reported that it was absolutely solvent. The company did an extensive export business.

The Gulf Coast Lumber Company, with its domicile in New Orleans, has just filed articles of incorporation. The new concern is capitalized at \$500,000 and is authorized to do a general business in all kinds of lumber and timber. Thomas P. Gary is president; F. W. Fatheree, the vice president, and E. M. Schornherst, the secretary-treasurer.

A good deal of interest is being manifested in the approaching meeting of the Gulf Coast Lumber Exporters' Association, which is scheduled to take place here Jan. 3. A good many matters of importance are to be considered and it is expected the meeting will be one of unusual interest. At a recent meeting the exporters voted on an amendment to the constitution which gives the manufacturers in the association one officer on the Executive Board for each port. The motion to amend was unanimously adopted.

Many of the sawmills throughout Louisiana have inaugurated a system of cut wages during the financial stringency here and in some instances the plants have been forced to close down altogether. This applies not only to the hardwood mills but to the pine and cypress mills as well. The lumbermen have found it absolutely necessary to curtail expenses and where they did not close down altogether have cut wages in order to make both ends meet. Fortunately in a majority of instances the employees have been made to understand the situation and the cut has brought about no serious results.

Because of the suspension of currency payments on checks, bills of lading and drafts, etc., the New Orleans lumber exporters, and in fact the lumber exporters throughout this territory, are experiencing some difficulty in selling their paper to the New Orleans banks and financial institutions in Louisiana and Mississippi and are finding it hard to realize upon these bills and drafts as heretofore. For that reason the resumption of full currency payments by the banks is awaited with keen interest. New Orleans cannot resume until New York does, however, and consequently things will remain tied up here just as long as New York keeps the barriers up.

### Minneapolis.

The product of the Minneapolis sawmills, six in number, for the season ending November 15 was 214,192,932 feet of lumber, 37,883,200 lath and 2,500,000 shingles. Last year the Minneapolis output was 297,112,811 feet of lumber, 53,717,850 lath and 1,401,000 shingles.

Minneapolis lumber receipts during the month of November were 12,416,000 feet, compared with 14,896,000 feet last year in November. The shipments were 18,528,000 feet, compared with 25,328,000 feet last year.

The Coffin Box and Lumber Company of this city has crews at work both in Wisconsin and Minnesota getting out hardwood logs and bolts to be shipped during the winter to their new plant at Minnesota Transfer, midway between Minneapolis and St. Paul. The buildings there are almost finished. The basket factory and sawmill at Irvington, Wis., near Menominee, has been closed down for good, and the machinery will be removed next week into the new buildings at the Transfer. The new basket factory will start up next spring on the same scale as the old plant at Irvington, and some hardwood lumber will be cut. There is room in the buildings for considerable expansion.

### Charlotte.

L. J. Merriman of Wilmington, N. C., has just consigned his first shipment of ties to Panama. It consisted of 5,925 switch and 7,737 crossties, amounting in value to about \$13,400. In a few days five other vessels will follow,

carrying ties contracted for by the government. The first shipment of ties went to Colombia, Colon.

Mann & Parker, hardwood lumber dealers with main offices and yards at Baltimore, Md., have just completed their large lumber mill at Robbins Neck, S. C. The mill has a capacity of 40,000 feet daily. The firm has about 30,000,000 feet of hardwood on property in this vicinity.

The plant of the Lindsay Chair Company of High Point, N. C., has been sold for the second time. Some time ago the plant was bid for by the Ford & Johnson Company of Chicago for \$15,000. This was later raised 10 per cent by J. E. Kirkman, S. L. Davis and M. B. Smith of High Point, and the property has passed into their hands.

The J. H. Sizer Lumber Company, which operated a number of sawmills in the vicinity of Sumter, S. C., and a large plant at Allen, S. C., has sold out to the Trexler Lumber Company of Allentown, Pa. The mill at Allen, S. C., is one of the largest in the state, large sums having been invested in plant and timber holdings. The timber controlled by the company is largely hardwood of excellent quality.

The Plymouth Lumber Company of Plymouth, N. C., after being closed down for several weeks, has resumed operations.

The Cabinet Veneer Company, in which R. J. Cobb and others are interested, has decided to locate at Greenville, N. C. The company has extensive timber holdings on the Tar river, near Greenville, and the plant will be easily reached both by rail and water from its timber supply. Fine furniture veneers from oak and gum will be cut, and later a large sawmill will be run in connection with the plant.

W. B. Boyd of Warrenton, N. C., has just bought the Warrenton Furniture Factory, which was sold at auction, the purchase price being about \$6,500, including real estate, machinery and other assets.

Eight miles of the eighteen-mile railway which the Waccamaw Lumber Company of Wilmington, N. C., is building to Southport, N. C., is now completed. The company is constructing a large mill at Bolton, N. C., where ultimately it is thought the headquarters will be. A telephone line is being built from the company's headquarters to the logging camps throughout the timber holdings. The railway will penetrate the famous Green Swamp lands, from which a large number of cypress shingles is now being taken. It will be several weeks before the big sawmill at Bolton is ready for operation.

J. H. Wearn of Charlotte, head of the firm of J. H. Wearn & Co., attended the meeting of the Sash, Door and Blind Association in Atlanta recently. It was decided at the meeting to reduce hours, but that this should not be binding, and as Mr. Wearn's plant is doing a healthy business he finds it not necessary to curtail.

According to official reports concerning the lumber business of North Carolina, there are now 1,346 lumber mills in the state, the amount of capital invested being \$11,799,069; cost of material used annually, \$6,390,767, and value of their product, \$19,133,850 annually.

The addition to the plant of Kramer Bros. & Co. at Elizabeth City, N. C., is completed. The building is two stories high, 32x160 feet, and will be used in storing sash, doors, etc. It is proposed to later make additions for manufacturing hardwood mantels, etc.

The large plant of the Oaks Manufacturing Company of New Bern, N. C., which consists of five buildings besides the office, is now completed. Farm implements and the like will be manufactured.

The woodworking plant known as the Monroe Manufacturing Company No. 2 of Monroe, N. C., has been completed and is now in operation. J. H. Myers is in charge.

The Wauson Handle & Lumber Company has decided to locate their large plant at Marion, S. C. The company has secured a large tract of fine timber land not far from Marion. C. E. Wood is president of the company, and J. H. Marion is secretary.

### Toledo.

The car shortage which a few weeks ago threatened to assume the proportions of a famine has shifted and the railways that a short time ago were wondering how they could handle the transportation are now wondering how they can get enough business to keep their cars busy.

When the shortage became evident the railway officials sent out special trackers to secure the return of long overdue cars on the western line, and many of these cars have recently been returned, adding materially to the supply of equipment.

The various railways are receiving consignments of new equipment on belated 1907 orders, all of which are just now being added to the service. Then, too, the lake season has just come to a close after a season of unusual activity. Toledo alone during the past few months has handled more than 25,000,000 feet of lumber and about 28,000,000 lath. In addition to this the railways of northwestern Ohio have picked up in that section about 5,000,000 feet of hardwood timber for the export trade, which has been handled through this port. Altogether the lake traffic has been such as to keep busy many hundreds of cars, all of which are again available for use in ordinary traffic, now that the season has closed on water.

These things, taken with the present financial stringency, and the consequent reduction of traffic, have effectually disposed of all question of car shortages in this section.

W. A. Drake, one of the most prominent wholesale lumber dealers in northwestern Ohio, died recently at his home in Dayton, after an illness extending nearly over a year, the result of a nervous breakdown. He entered the lumber business in 1874 and has been actively connected with it ever since. He leaves a wife and six children.

The machinery for the Bany & Hadley Washing Machine Company at Delphos, O., has been installed and the new concern is now in good working order.

Another new engine has been installed in the plant of the Wauson Handle & Lumber Company. This new plant is one of the most complete of its kind in the state and has orders for much business on hand.

### Little Rock.

The financial trouble is somewhat better than two weeks ago. At the beginning of the stringency in the money market a large number of the big concerns in the state got together and decided on a plan of action that has resulted in closing down very few mills. The smaller ones, on the other hand, have suffered severely, and a number of plants are idle. Some have closed down with the understanding that they would resume again in two weeks or 30 days, while others have given notice that the closing is for an indefinite length of time, or until the financial situation resumes its normal status.

There is a general feeling of uncertainty in business, and while the majority of the mills are running and it is believed will continue to do so, there is a feeling that business reached its zenith a few months ago and the demand from now on for perhaps a long season will be more conservative. Crews are being reduced and there is talk of a general reduction in wages. This is not so disconcerting, as it is believed that living expenses will keep pace with any reduction in wages.

In this city there is continued activity in the erection of the new lumber and hardwood plants. The Niemeyer mill, with a capacity of 500 men, is now practically complete and it is stated will



begin work on a large tract of mixed timber soon. The Clark Hub and Spoke Factory is under construction, and when completed will employ 150 men. It is to be located in the same territory as the Niemeyer plant and will be one of the largest hardwood concerns in the state.

The plant of the Eldorado Hardwood and Manufacturing Company at Eldorado is being moved about 400 feet south of its present location, and is also being much enlarged. C. S. Jackson is the new manager in charge.

The Bluff City Lumber Company of Pine Bluff has been made the defendant in a suit for \$25,000 damages, filed by the Alabama Lumber and Shingle Company and O. O. Carnahan. The Bluff City concern is in a rather bad situation just now, the plant at Olio, Ark., having recently been shut down by order of Chancellor Elliott of Pine Bluff to await the developments in the preliminary hearings in connection with the tragedy at that place in which two men were shot to death and a third disappeared so completely that no trace of his body has ever been found. The cause of the tragedy is alleged to have been the result of the famous legal fight for possession of the Bluff City Lumber Company's interests between J. B. Rutherford and Capt. J. B. York. It is stated that the interests of this entire concern, one of the largest in the South, having plants in a number of towns in the state, may be disposed of by the court in order to finally adjudicate the matter, thus dissolving the concern as a corporate body.

The LaCrosse Coopers Company of LaCrosse, Wis., has closed a deal with the Ozan Lumber Company at Prescott for a tract of 3,680 acres of fine hardwood, and will establish a stave factory at Prescott.

The machinery in the hardwood plant to be operated at Junction City is being placed, and the mill, it is reported, will soon open for business.

The Nashville Lumber Company is making something of a departure from lumber work. They are sinking a well on their property on the Saline river to make a test for gas.

At Arkansas City several institutions have shut down during the money stringency, but the Standard Tie Company is still doing a fair business.

From Warren, Ark., comes a wail of car shortage and the complaint that the railroads are placing an embargo on cars, restricting their use to the movement of agricultural products rather than lumber. The millmen declare such an attitude will do them great harm.

The United States Circuit Court of Appeals has sustained a decision of Judge Jacob Trieber of this district of the federal court in the case of the Helena Box Company versus H. H. Salmon & Co., in which the plaintiff asked damages for breach of contract in the purchase of a lot of cottonwood lumber by the New York concern. The timber had been contracted for when a slump came in the market and the defendant refused to take the material. It was finally sold by the box company, who sued for the difference between the original contract price and the amount of the sale. The suit was won and the box concern was awarded a \$10,000 judgment.

D. W. Milam of Fayetteville and John Ellis of Fort Smith have been awarded the contract for 1,000,000 ties to be supplied to an eastern railroad company.

George J. Miller of Sherman, Ind., representing the Ohio Stave Company of Louisville, Ky., is making the preliminary arrangements for the establishment of a stave factory at Dermott, Ark.

#### Ashland.

A few rafts came out on the late timber stage of the Sandy river. They went to Vansant-Kitchen and the Nigh Lumber Company. On account of the present money flurry only contracted timber will be run.

The boom in the Guyan river, owned by C. Crane & Co. of Cincinnati, broke in the recent rise and a large number of logs floated out into the Ohio.

M. F. Loftus, mill foreman for the Yellow Poplar Lumber Company at Coal Grove, Ohio, sustained a fracture of five ribs and terrible bruises about the body by falling from the top of the mill run, a distance of 23 feet, owing to a misstep in the dark. He will be unable to attend to business duties for several weeks.

Burchett and Burns, who have been operating a sawmill at Zelda, Ky., have made a deed of assignment to William Cecil as trustee in the sum of \$15,000 indebtedness.

Al Wittenberg was the principal loser in the fire that recently destroyed the lumber town Oceana in West Virginia. His sawmills were destroyed, his horses and wagons, and also a large quantity of lumber. His loss was \$15,000, well covered by insurance. Mr. Wittenberg was in Cincinnati at the time after money to pay off his men.

A contract has just been made with the Baltimore and Ohio Southwestern railroad by the cross tie dealer, W. E. Tripp of Portsmouth, Ohio, to supply that road with 400,000 ordinary ties and 100,000 switch ties, the latter to be of a superior quality. This is the largest contract Mr. Tripp has made since engaging in the cross-tie business and he expects this contract alone to keep him busy for a year.

The Yellow Poplar Lumber Company, after running steadily for the past year, commencing November 26, 1906, has now closed down owing to scarcity of timber. The company owns an immense amount of timber, but it is back in the mountains and will require an exceedingly wet spell to float it to the nearby streams. With the two band mills in operation this big plant has a

capacity of about 125,000 feet of sawed lumber a day consisting of ten hours.

The sum of \$800 was drawn from the McDowell County Bank of Welch, W. Va., on the 17th of September last, by a check on D. B. Young, a foreman of the Ritter Lumber Company's plant at Hurley, made payable to a man by the name of George Horner and endorsed by the same Horner who was apparently its bearer. A day or two afterward the check was discovered to be a forgery and the Welch police were put on the case. Their investigation resulted not in the detection of the forger but in the location and arrest of a man by the name of George Horner in Portsmouth, Ohio. Horner has been employed by the Interstate Transfer Company of that city and by James Kelly, a contractor, for several months and is prepared to prove by alibi that he was in Portsmouth during all of the month of September. Horner claims he can neither read nor write, and has never been at Welch. He was in the employ of the Ritter Lumber Company from February to June of this year, but in all that time never left the town of Hurley. After being arrested Horner expressed his willingness to go to Welch and face the bank authorities. It is believed he is the victim of the real forger who used Horner's name to cover his work.

Everything is very quiet here, but dealers are all hoping for better things with the dawn of the new year. Nearly all the local mills are shut down. Vansant, Kitchen & Co. are running for a few days to cut up a small amount of timber brought out on a recent rise in Big Sandy.

S. M. Bradley was a business visitor from Morehead this week. He says there is little doing in the lumber business there, many mills being shut down.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

The local hardwood trade is looking decidedly better, although purchases are still of a hand-to-mouth variety. Lumber stocks at all the factories have been reduced to the lowest possible stage commensurate with doing business, but it is fully expected that quite liberal buying will now prevail. During the dull period of the last six weeks there has been comparatively little price cutting, and sales will doubtless be resumed on about the same scale of value that prevailed previous to the financial flurry. All the local dealers are very optimistic over the outlook. With the improved banking facilities which now prevail in Chicago, there is no reason why their most sanguine expectations should not be realized.

### Boston.

Dealers in hardwoods are still obliged to refer to the future if they wish to speak encouragingly of business. The money stringency, followed as it has been by a curtailment in general business, has brought about peculiar conditions. Asking prices for lumber show no particular change. In a few cases orders for lumber have been cancelled, but it is felt that such orders will be back in the market before long. Just at present buyers learn that lumber is being offered by some manufacturers at concessions; consequently they feel they should buy at lower prices, if at all. No doubt a concern with ready cash today can pick up several lots of very desirable lumber at prices that will look like real bargains when general business improves. These offers to sell at lower prices are not brought out by larger offerings or stocks, but is directly due to the fact that lumber manufacturers need money. Where a manufacturer is offering ten cars at a low fig-

ure compared with his asking price two months ago he would probably withdraw eight cars if he made a sale of two.

Woodworking establishments in and about Boston are not busy. Several have been forced to lay off part of their help, and the majority are using up what stock they have on hand instead of buying new. A favorable feature of this is that when business does pick up few large consumers will have any amount of stock worth mentioning.

Plain oak is in rather large offering, but quotations remain unchanged. Quartered oak is more plentiful—not because of a larger production but because buyers are holding out of the market. Quotations range for one-inch stock from \$80 to \$85, but no business can be done at the top price. Walnut continues well held and offerings are not large. Basswood is reported as difficult to obtain. Maple flooring moves in a moderate way only, and reports of stock being offered at less than list prices continue to be heard. Demand for whitewood has ruled quiet of late, but asking prices remain unchanged. Louisiana mills have been quoting lower prices for cypress, but no larger volume of business is found as a result.

### New York.

There has not been any material change in hardwood market conditions since last noted, except, perhaps, a little better outlook than during the financial flurry.

Hardwood purchases are confined pretty strictly to current wants and absolute needs. At the same time there is a growing inclination in the part of the larger hardwood buyers, who are readily able to finance their business needs, to take advantage of the present marked reduction



## HARDWOOD RECORD

in hardwood manufacturing and are buying stock freely with the idea that business will be active with the approach of spring, and with the marked curtailment in hardwood production supplies are going to be short and prices high. Of course, there is no indication of anything approaching a boom for next year, because it is presidential year, which is always more or less apathetic, but prospects are good, as reports are heard here daily of returning confidence and activity. Another important factor in support of purchases now is the fact that hardwood supplies have not been excessive during the past few months, as is shown by the firm range of prices. Prices have fallen off but little locally, and the situation seems to be such, both current and prospective, as to lead holders of hardwood stocks to appreciate that they have a good asset, so that there is less tendency to force the market than is generally the case under similar conditions.

Plain and quartered oak are in very fair demand, but supplies are sufficient to keep prices from advancing. Ash and chestnut are firm, and offerings are quite easily absorbed. Supplies are limited. Birch and maple are in fair demand, but there is ample stock offering for current wants. Some are inclined to believe that stocks are fairly plentiful, but such is not the case, as the tendency has been to winter as little stock as possible, both in view of the financial situation as well as high prices at which hardwood has been held. This will lead to quite a large amount of rush car orders during the winter months if we have an open winter, and a reasonable readjustment of business conditions.

### Philadelphia.

Reports coming in from all along the line indicate a much better feeling among the hardwood men, and buyers, though still a little cautious, now realize that the country is far from the disastrous condition feared during the recent financial disturbance. For a truth, salesmen are getting more orders than they naturally anticipated, which is proof that confidence is being rapidly restored. There are generally a few small manufacturers at such times who, being unable to carry over their stock, are forced to sell at most any price to obtain the needed cash, but it is to be regretted that some of the larger concerns have been so misguided as to make the same mistake. The action is pronounced not only by the wholesalers and manufacturers but by the buyers as well as absolutely unnecessary, as the present condition of hardwoods at the mill centers does not justify such a sacrifice at this time, and the well-posted hardwood men confidently state that those now forcing the market in this way will surely regret it later on, as the outlook for early spring and, in fact, for 1908, is unmistakably very promising.

The woodworking concerns have slacked up somewhat, but are still consuming a fair quantity of lumber, and every preparation is being made to be in shape for a good spring business. Unfortunately complaints are continually heard of the undependable car service. Values on the whole are steady; what little fluctuation there has been was brought on through the lack of judgment on the part of a few scared manufacturers.

### Baltimore.

The quiet that has settled upon the lumber trade is accentuated by the approach of the holidays. Manufacturers are making arrangements, or have already done so, to meet prevailing conditions. Many of them have shut down their plants temporarily to prevent stocks from piling up, bad weather having hastened this decision. It is now feared that the available stocks will be so reduced that if consumers enter the market in force in the spring, as now seems likely, there will be a marked scarcity of lumber, which will send prices up quickly.

Notwithstanding the slack inquiry of the past

month or two quotations on good oak have been well maintained, the low grades alone being easy. This is also the case with sound wormy chestnut, common ash and similar stocks, which move at a low level and are being offered in fairly large quantities. Even these stocks would command very acceptable figures but for the fact that the demand has been affected by the general business situation. The one exception in the prevailing uneventfulness is poplar, which has been moving in fair volume and brings acceptable prices.

The exporters are not doing much at the present time. Apart from the limited inquiry abroad, the ample stocks held on the other side of the Atlantic, and the differences between the foreign brokers and buyers and the American shippers affects the demand. The transatlantic rate question is also influencing business, tending to check the movement until some agreement has been reached.

### Pittsburg.

Considering the time of year nobody expects to do much business in December—the financial trouble, the fact that industrial operations have been tied up temporarily on every side and that cars have been altogether too few business is not so bad. Some good orders are being booked. The majority of firms are working their forces hard, which shows that they have abundant confidence in the situation and believe that effort rightly directed now will bring a harvest of good returns after the first of the year. Naturally the retail yards are buying very little lumber this month. It is stock taking time and they, as well as many manufacturers, are letting their stocks run down for the annual inventory. Building operations have been pretty well wound up for this year, and contractors are not expected to take off any large amount of lumber until January. The bulk of the business being booked is from the country towns, which seem to have escaped in larger measure the ill effects of the present depression and from many of which good results are being obtained from hard hustling.

Prices are not buoyant, but they are steady. Very few cases of cutting in hardwoods are reported. Oak has wavered somewhat for the past two months in the lower grades, but it is no worse now than in November. Poplar has not shown any disposition to let down in cost to the retailer or manufacturer. The handle and spoke factories are all busy in this section, and the fact that a number of such concerns are starting up this winter in western Pennsylvania and West Virginia gives plenty of hope that the minor hardwoods will find a ready sale next year.

### Buffalo.

The lumber trade seems to be on the mend, most of the hardwood dealers saying that they find the demand increasing steadily, so that if all is well there ought to be a good movement of all sorts of lumber by next month. There is little buying just now, as no one cares to put new stock in yard to take inventory on at the end of the year.

It is now the plan to let the demand take care of itself till after the inventories are taken. If at that time consumption has not fallen off any more there will be active buying. The idea of consumers that they will be able to get lumber next year at less than this year's prices must be overcome, for there is no reason for supposing that it will ever be produced for less than it is now, and the growing scarcity of timber is always reason enough for holding up prices.

It is not of much account to discuss various sorts of lumber now. Everything in the trade so entirely depends on the money market that the fact that poplar, ash and elm are very scarce and plain oak, birch and maple are quite plenty are minor matters.

### Bay City and Saginaw.

There is a general feeling of confidence in the clouds to roll by. It is the general sentiment that conditions will shortly get back to a normal basis, though for some time on more conservative lines. Stocks are not excessive and the trade could hardly have been found in better condition for a flurry. Prices so far as ascertained by the dealers and manufacturers say there are no signs of a material reduction. Not much in the way of business is looked for until the beginning of the year, when the trade will put on its working clothes once more. Considerable new business is being scheduled for the ensuing year, and this industry stands as fair show as any other in Michigan.

### Columbus.

A slight improvement has developed in the hardwood market within the past fortnight. While dealers are still buying in limited quantities, orders are more frequent and prospects for the future are quite bright. Collections show improvement, but they are still not what is desired.

The tendency is to curtail buying until after the first of the year, when the financial situation is expected to be cleared and the invoice period past. Car lot orders are infrequent, but still some of the manufacturers report a number of them. Shipments have been more regular, owing to the better car supply, which is now all that can be desired. Prices are firm, despite the unfavorable features of the market. In some quarters there is cutting, but on the whole the quotations are unchanged from two weeks back.

Poplar is the strongest item on the market. The supply on hand is limited and as a result dealers are trying to increase their stocks in that line. Prices are firm and firsts and seconds are quoted at \$54 f. o. b. Ohio river. The other grades are quoted on that basis. Oak especially in some lines is strong and prices are firm. There is some demand for elm, maple, ash, hickory and cypress.

### Indianapolis.

Hardwood men are still waiting relief from the financial stringency, and as a result are doing little business. Building has fallen in the last month, and many of the largest concerns using hardwoods for manufacturing purposes are either closed down or are working with small forces. A number of concerns have reopened within the last few days, but hardly enough to make any appreciable change in market conditions. The market has a downward tendency, although there has been no decided change in prices. Dealers as a rule have small stocks on hand.

### Cincinnati.

Trade in hardwoods during the past few weeks has been rather quiet. Dealers report that a number of orders have been postponed, and some have been canceled. The present monetary situation has greatly harassed business and dealers do not look for any change in the situation until after the first of the year, when it is generally thought that money will ease up a bit. The amount of stock on hand is ample, and receipts of lumber during the last month have exceeded the inquiry. A number of the local mills have reduced their time, while several of them will close down as soon as the logs on hand are cut. Money rates are expected to ease up about the first of the year, and the demand will soon pick up then, and gradually show an increase until spring, when it is expected to return to its old level.

### St. Louis.

Hardwood lumber dealers report the situation about what it was two weeks ago. Buying is being done to a small extent, but it is far from



satisfactory. Orders are small and purchases are only made for present needs. The near approach to stock taking time, the falling off in building operations, the financial stringency and the unsettled conditions are all combining to cause present conditions. The dealers are endeavoring to offset the quietness in trade by cutting off all unnecessary expenses and quite a number of employees have been laid off.

The dealers realize that when the demand starts up good prices will be realized and the wise ones, with capital enough, are taking advantage of conditions. While receipts are in fair volume, because of the easing up of the car shortage, they are mostly on contracts made some time ago. There is a fair demand for quartered oak, especially white. Prices on the latter are maintained. Low-grade cottonwood, gum and ash are having a moderate sale, but slight concessions in prices are being made. The cypress market is dull.

#### Nashville.

Things are reported as quiet with the local lumbermen. There is no cutting of prices and confidence prevails. All feel that the present conditions will not continue much longer. The production of lumber just now is not as heavy as the consumption, and dealers are curtailing their output in order to keep from getting overstocked. The car shortage is a thing of the past.

While the old prices prevail, nothing much is moving. Quartered oak, however, in all grades is in pretty good demand, and so are the upper grades of poplar. Hickory and ash are likewise in good demand. Plain oak is a little slow.

#### Memphis.

Demand for hardwood lumber is light and the volume of business transacted is decidedly below the average for this season. There are more inquiries, however, and these are accepted as indicating a possible increase in business in the near future. There is no change in conditions surrounding production. Most of the mills which suspended operations a short time ago are still shut down, and while it is true that only a moderate amount of lumber is being shipped out, it is equally true that there is a very small amount going on sticks. Collections are reported rather slow in most directions and many pay-

ments are being made in notes and other paper.

Export business in thin gum, thick ash and some grades of white oak is fairly good, but there is no particular rush even in this. Cottonwood is a shade easier in the higher grades. The lower grades are in very satisfactory request, and, so far as can be learned, offerings are comparatively light. Box manufacturers are still running on pretty full time, but they say that new business is slow in coming forward. The strength of cottonwood appears to be based more on the scarcity of offerings than on any pronounced demand for the moment. Gum is easier in all grades and the demand is comparatively light. Ash is moving in only fair quantities, but there is not a great deal for sale, and holders are disposed to ask pretty full values. There is only a limited call for cypress, and this wood is distinctly dull at the moment. Poplar is held in only a moderate way here and those who hold it are not disposed to make any concessions thereon, believing that the scarcity of stock will prove a stimulating factor. White oak, both plain and quarter-sawn, is in fair demand, but red oak is moving rather slowly.

#### New Orleans.

Though exports from New Orleans have not been very heavy during the past fortnight, there is evidence of some little improvement in the export demand, and the shipments to European ports have been holding up pretty well. Generally, however, conditions have changed very little, if at all. The mills are cutting a good deal of stuff to supply the interior demand, which is fair, and as fast as they can get the cars are shipping into the interior. Their operations in this direction are still restricted by the car shortage, the sugar and cotton crops coming in for a large number of cars that the lumbermen are in need of. Good quantities of staves and logs of various sorts have been sent out of New Orleans in the last two weeks.

#### Minneapolis.

Twin City hardwood dealers have been comparing notes on the question of stock, and all agree that the supply of dry hardwood lumber is the lowest ever known in this section of the country at this time of year. Basswood is very low, there is hardly any rock elm, or even soft elm, and ash is practically out of the market. Maple is far below normal, and there is only a small amount of red oak, while all the white oak available is now coming from the south. There is just a fair stock of birch, and its use is increased by the scarcity of other material. Prices are a little weak on birch in sympathy with the general situation, but dealers are reasonably certain that there will be a scarcity of this wood in the spring. If there is anything like a normal winter trade in birch, it will be cleaned up before new stock is ready, so that the situation from the standpoint of supply is strong. Demand is temporarily quiet,

but some good signs have been noted, and the railroads have gone into the market in several instances. Some of the local factories have cut down their forces, but they are all doing business, and hardwood is going into consumption at not far from the usual rate. Offerings of oak from the south are not heavy, and there is little disposition anywhere to force the market. The disposition of most dealers is to play a waiting game and not go after business till conditions change and consumers begin to make inquiries about stock.

#### Charlotte.

The financial trouble of the past few weeks has been quite seriously felt by lumbermen in this section, and prices on most grades of lumber, it is generally reported, are on the decline. Many mills in this section have curtailed operations, some by reducing forces, others by shortening hours and some by closing down altogether. This policy of curtailing production has proved a wise one, and the prevailing opinion here seems to be that the first of the year will see a change for the better, followed by a rapid resumption of normal conditions.

#### Toledo.

There is considerable optimism apparent among the hardwood dealers, notwithstanding the fact that the present market is somewhat depressed. The season drawing to a close has not been the most prosperous for the Toledo dealers, owing in large measure to the fact that building operations in this city have been low, and the little which has been doing has been of a kind which called for very little hardwood finish.

Just now in addition to there being no outlet through building operations, the factories are curtailing consumption. Some of the manufacturers have shut down their plants, while others have decreased their output.

Prospects, however, are far from gloomy. It is believed that next year will be one far different from the one just past, so far as building operations are concerned. There are already in sight for spring more important contracts than have been carried out during the past year.

In the meantime, while there is a temporary depression in the demand, prices are holding up and there is no disposition to sacrifice goods. Local stocks, while not grossly above normal, are ample to meet all present requirements. Little hardwood is being bought here now except in the filling of special orders.

#### Detroit.

Detroit hardwood dealers are very optimistic this month. They believe that, although the hardwood market is quiet at present and will probably continue so until the middle of January, things will then pick up with a rush. Hardwood crating is very strong just now, while basswood is moving freely and at good prices.

## POPLAR

Rough and Dressed  
SOUTHERN HARDWOODS

**M. A. HAYWARD**

1021 Saving and Trust Bldg., Columbus, O.

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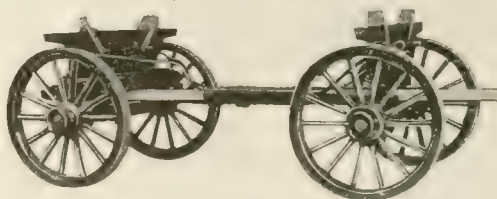
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# Who Buys Hardwoods?

## DO YOU WANT TO KNOW?

The Hardwood Record Supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of wholesale consumers of those materials throughout the United States and Canada. Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured  
Kinds, grades and thicknesses of lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber NOT used are removed, and the cards are filed in alphabetical order by towns between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete and

NEW JERSEY, CAMDEN: New York Shipbuilding Company address purchasing agent: 150,000 feet, all thicknesses, principally firsts and seconds white ash; 100,000 feet principally 1", 1 1/4", 1 1/2" firsts and seconds basswood; 50,000 feet all thicknesses firsts and seconds cherry; 15,000 feet 1" and 1 1/2" firsts and seconds chestnut; 25,000 feet firsts and seconds elm; 150,000 feet all thicknesses firsts and seconds and some fine common mahogany; 150,000 feet all thicknesses firsts and seconds plain white oak; 200,000 feet all thicknesses principally firsts and seconds quartered white oak; 50,000 feet all thicknesses principally firsts and seconds sycamore; 50,000 feet 1" and 1 1/2" firsts and seconds poplar; some hickory and locust. Dimension stock: Teakwood, 500,000 feet all sizes, in logs and flitches.

SPECIMEN INDEX CARD

### SOUTH DAKOTA

#### Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
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5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

SPECIMEN STATE GUIDE CARD

quick reference roster of the hardwood requirements of the country, and is an invaluable adjunct to the sales department of every manufacturer and jobber. This service is free to all advertisers, save the cards, the cost of which is nominal. The RECORD system is now used by more than 150 manufacturers and jobbers. Let us put you next to a good thing.

## HARDWOOD RECORD, Chicago



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# HARDWOOD RECORD

- Reaches more manufacturers, jobbers and consumers of Hardwood Lumber than all the remainder of the lumber trade press combined.
- Prints more hardwood news than all the remainder of the lumber trade press combined.
- Is not only the only hardwood paper, but the best lumber paper printed.



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Advertisements will be inserted in this section at the following rates:

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A foremost Eastern hardwood jobbing house wants to secure the services of a young man, thoroughly acquainted with the manufacture, purchase and sale of veneers and panels to organize and conduct a veneer department of their business. Address  
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For hardwood mill. Must be familiar with sawing oak and hickory. State reference, experience and salary.  
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A cracker-jack hardwood salesman with an established good-will through Ohio, Indiana and Michigan. Address  
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MAPLE, BIRCH AND OAK SQUARES  
Wanted. 1½" and 2", 15" and 18" long.  
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For shipment during February, March and April next, 300,000 feet 2½ and 3", 6" and up wide, 10-16' long. Will inspect and pay cash at shipping point.  
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Wanted. Good tough wood, 1"x1"—48", straight grain from end to end and free from all defects.  
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750,000 feet 1" solid white oak timber  
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200,000 ft. 28" and up White Oak logs.  
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3 and 4 inch White Oak; also Mixed Oak;  
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Have some exceptionally attractive propositions in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,  
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I have several tracts of very fine white oak, red oak, poplar, hickory, chestnut, and pine and other timbers for sale in southeast Kentucky and Fentress county, Tennessee. Also fine coal propositions. New railroad being constructed through these tracts. For particulars write  
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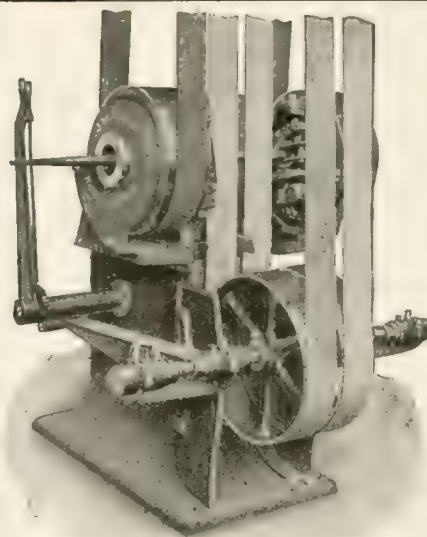


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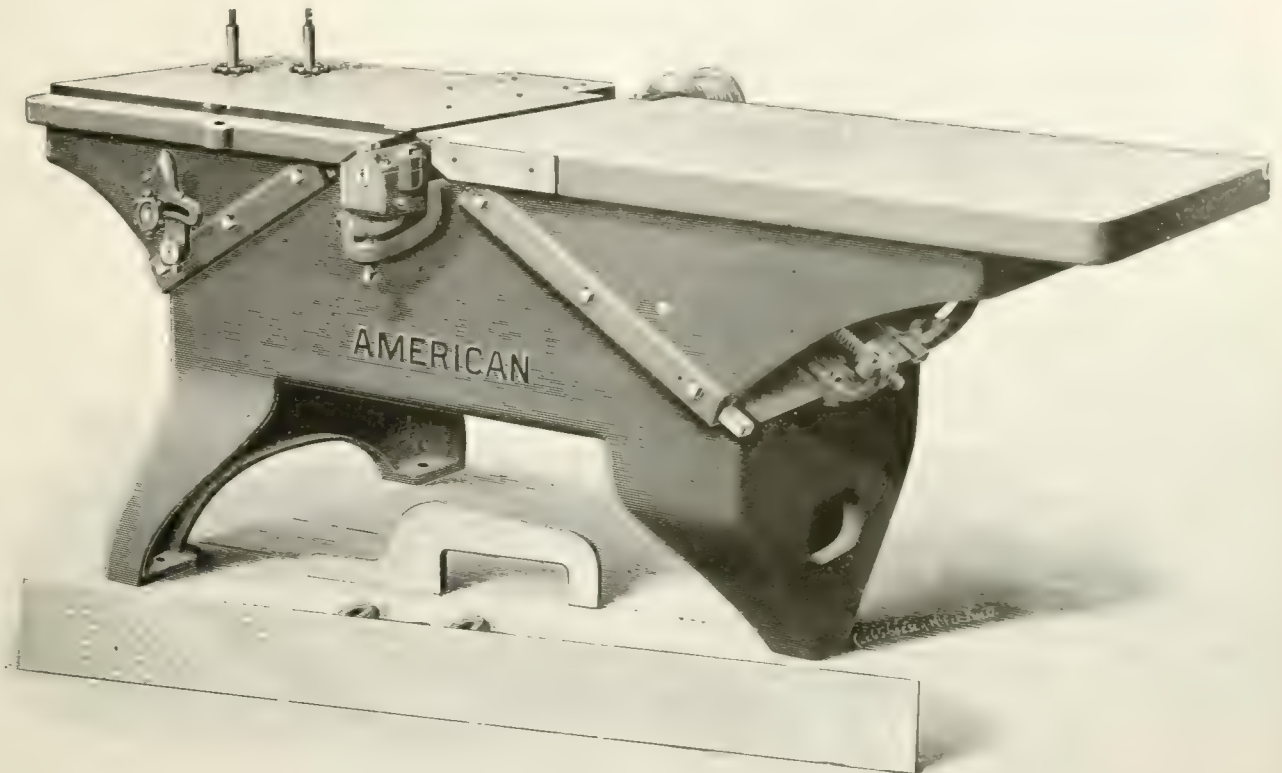
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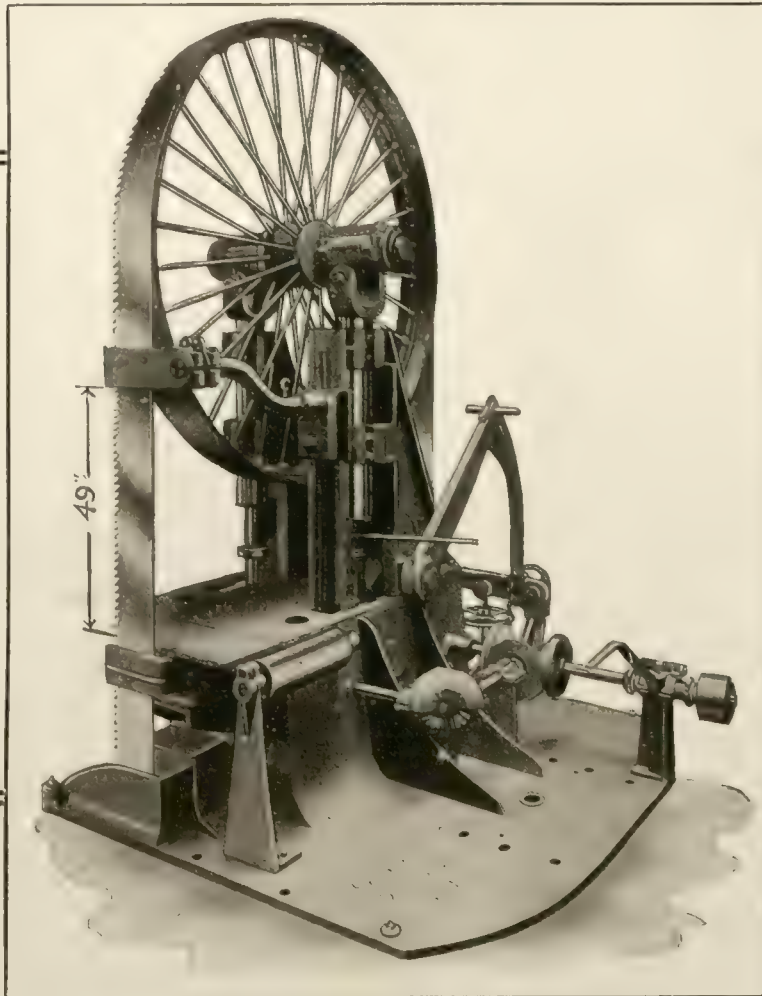
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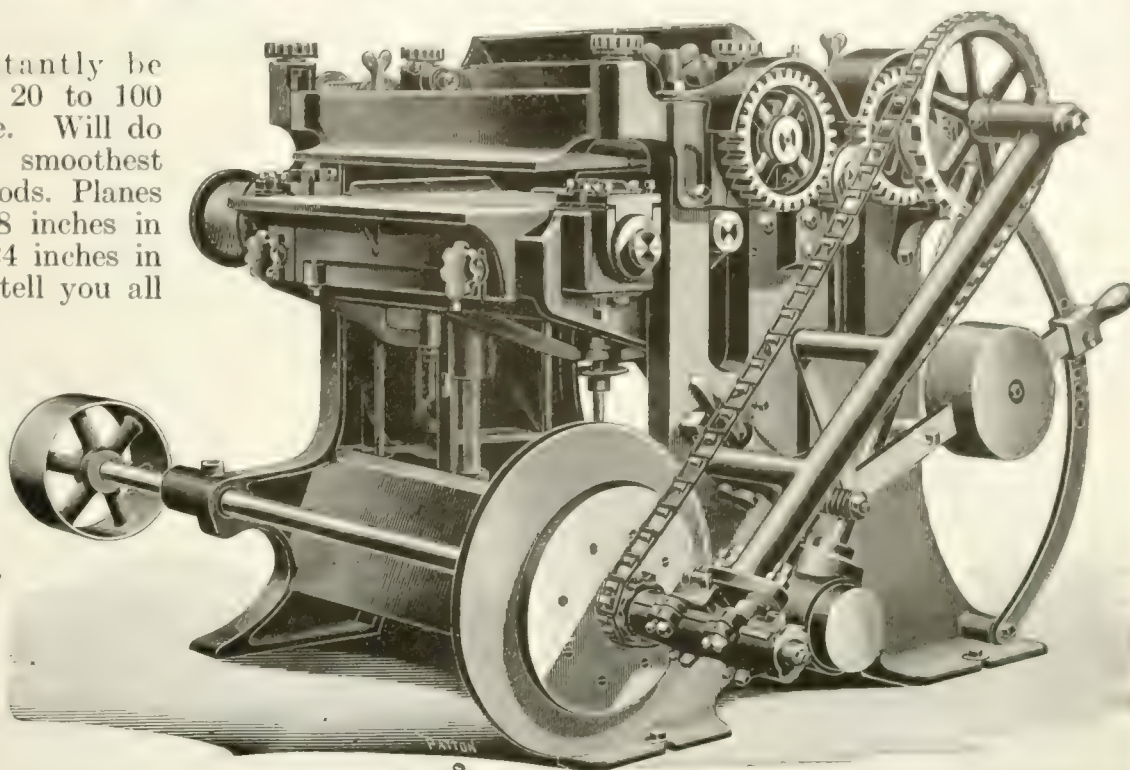
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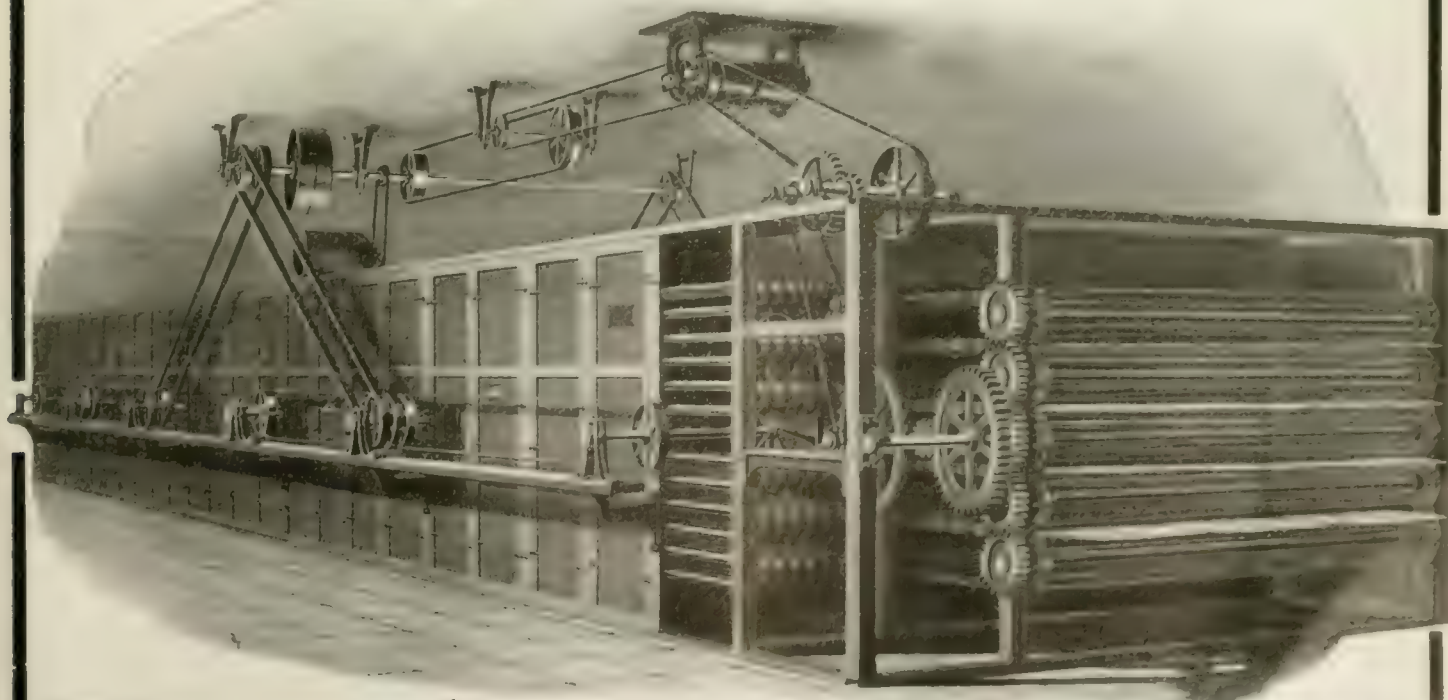
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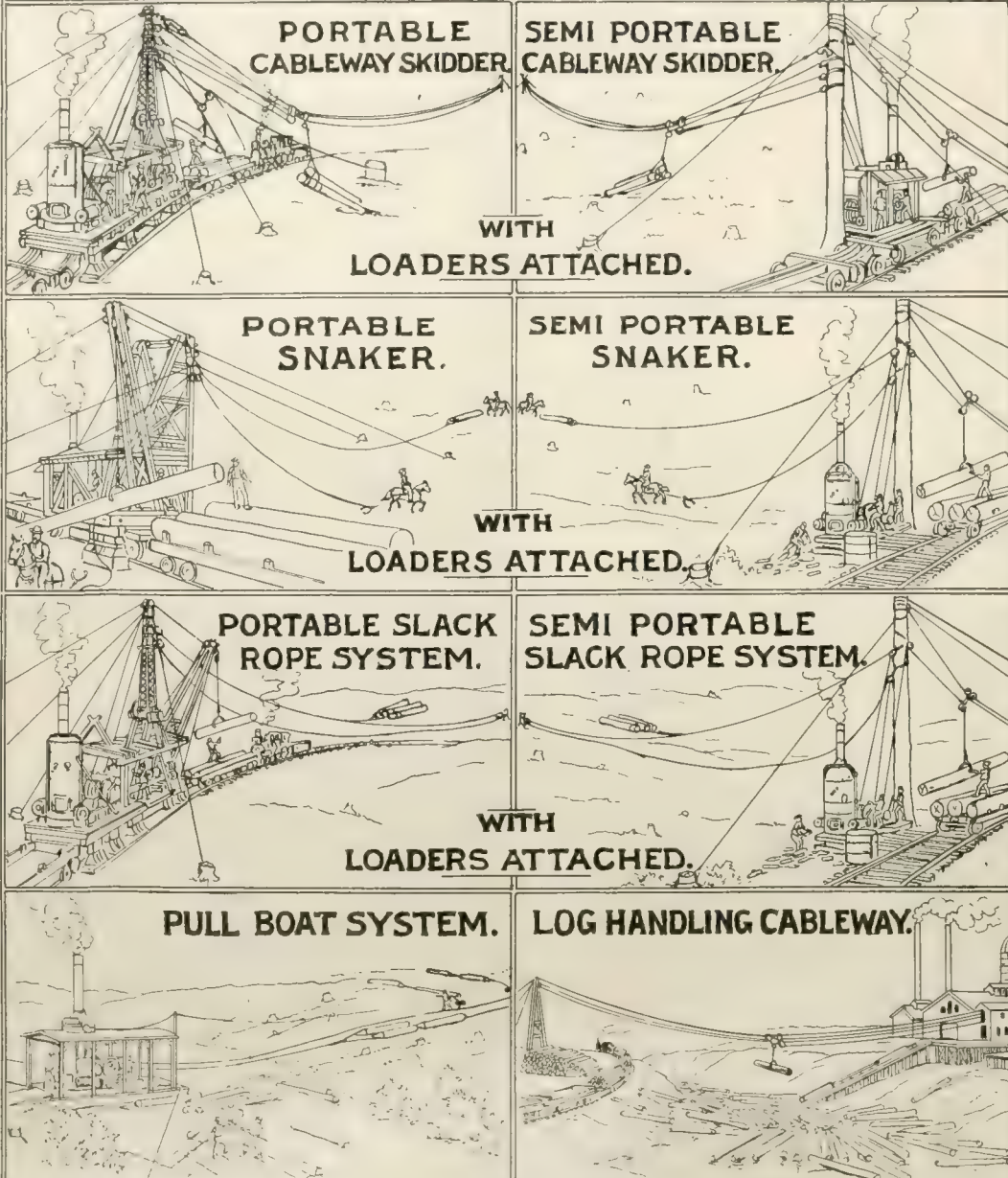




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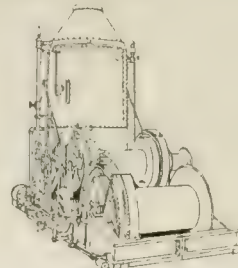
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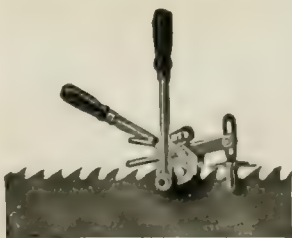
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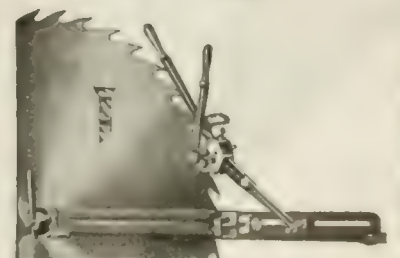
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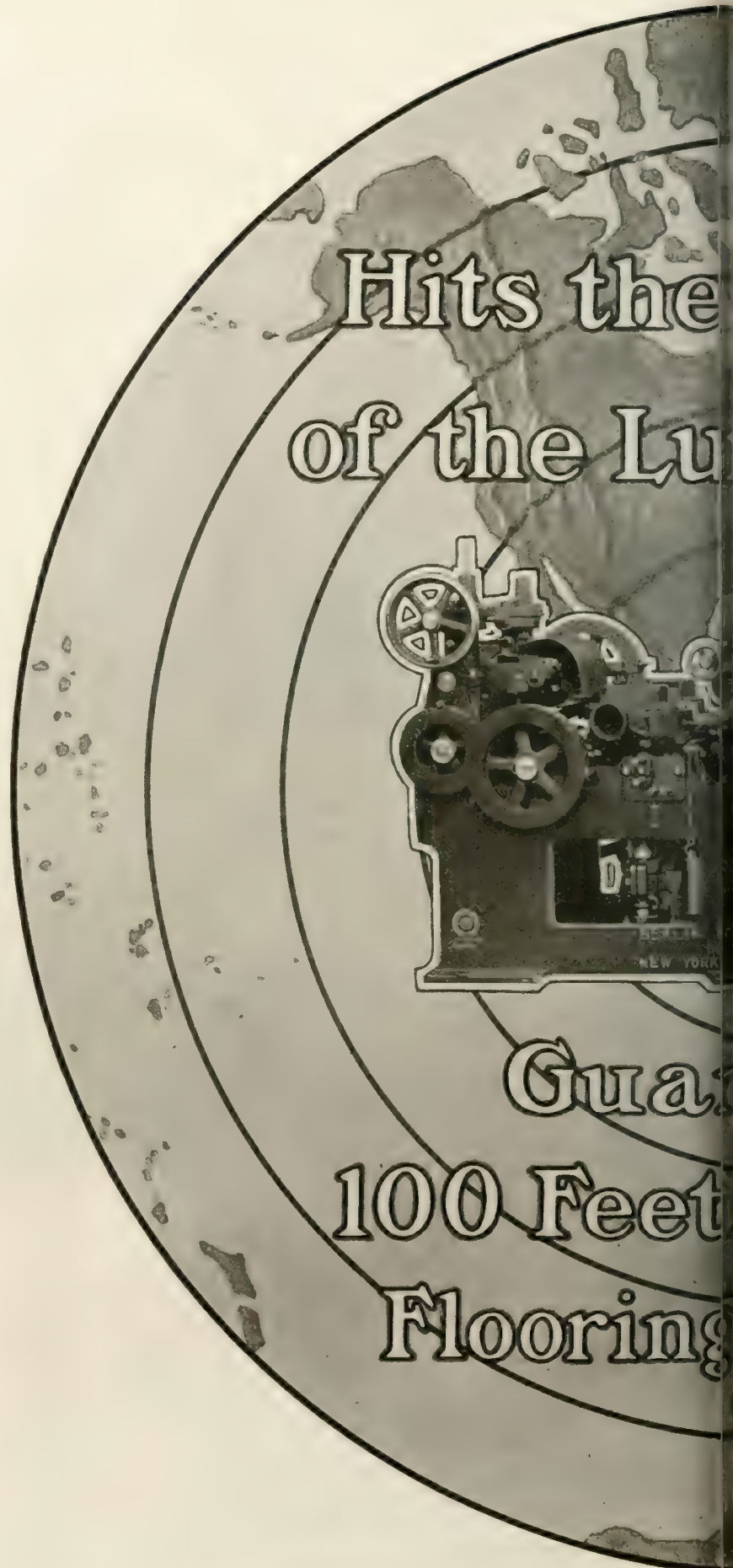
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**Beloit, Wis.**

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Chicago  
Boston

New Orleans  
Seattle  
San Francisco

Spokane  
Columbia, S. C.  
Minneapolis





Hills-Eye  
per World

Guaranteed  
100 Feet  
per Minute  
Machine

**S**UPPOSE THAT TOMORROW you were to hire a brainy, hustling superintendent and **because** you paid him a big salary, expect him to cut down expenses and show better results than his predecessor had shown.

Suppose that he were a man who got right down to the bottom of things, who figured out what your output was per machine, what it cost you per thousand to turn out flooring and then reported it impossible to cut costs or increase output with **your present** equipment.

Suppose that he suggested a **radical change**—the installation of **one 100 feet per minute** machine in place of each **two 50 foot per minute** machines and showed you how, by this method, you could turn out your present daily mill capacity with a **saving** in power, labor and decreased running expense which would pay for the new machines.

The superintendents who are chalking up the biggest results Every day and Everywhere are men who are familiar with the operation of **Berlin Ninety-Four's**—guaranteed to turn out the highest grade flooring at **100 feet per minute**.

May we send you a full description and a large picture of No. 94?

---

**WRITE US TODAY**

---

## The Berlin Machine Works

Beloit, Wis.

New York  
Chicago  
Boston

New Orleans  
Seattle  
San Francisco

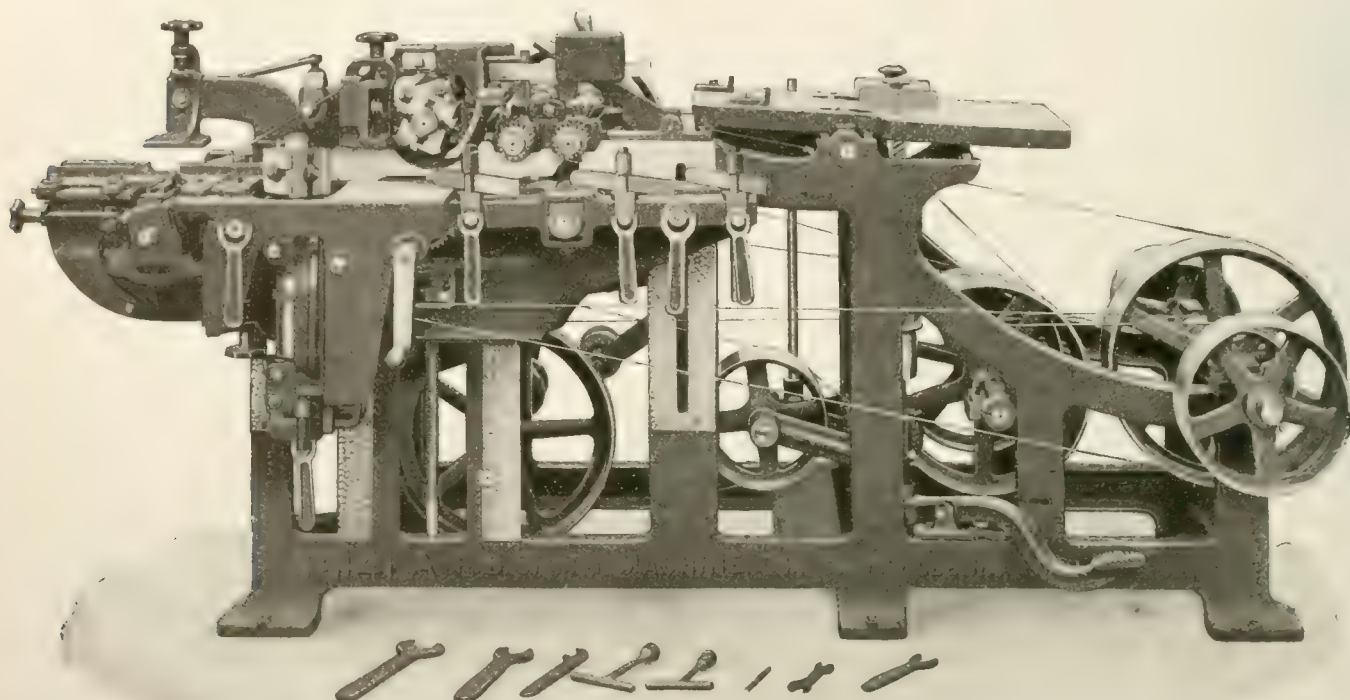
Spokane  
Columbia, S. C.  
Minneapolis



**SMITH of  
SMITHVILLE**

# The Profit Builder

**SMITH of  
SMITHVILLE**



NO 141-A SASH STICKING MACHINE, WITH SASH CORD ATTACHMENT



WE HAVE recently brought out a new Three Side Sash Sticking Machine with Sash Cord Grooving and Boring Attachment.

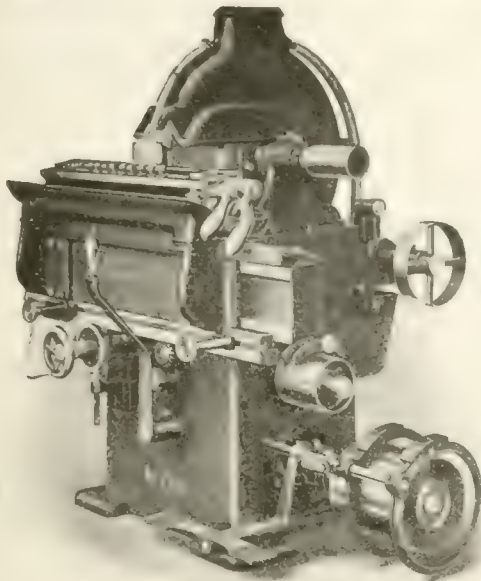
This machine is built in harmony with our purpose of the last half century to produce Wood Working Tools of the best materials and workmanship that American skill and wisdom could produce.

If you want the best tool in the market for the purpose let us tell you about this one.

**Branches:**  
New York, Chicago,  
and Atlanta

**H. B. SMITH MACHINE CO.**  
SMITHVILLE, N. J., U. S. A.

**Branches:**  
New York, Chicago,  
and Atlanta



No. 226

## New Automatic Knife Grinder

Two Sizes: 30 and 42 inch

It stands alone, as the one machine, with exclusive features, insuring **accurate grinding**, and with exceptionally good wearing qualities. The knife conditions improved mean greater capacity and higher quality of finished material.

### Some of Its Advantages

Patent dust-proof bed, patent parallel gauges, automatic feed, duplicating device, patent pump, improved water system, patent boxes, cut gears and bronze bearings.

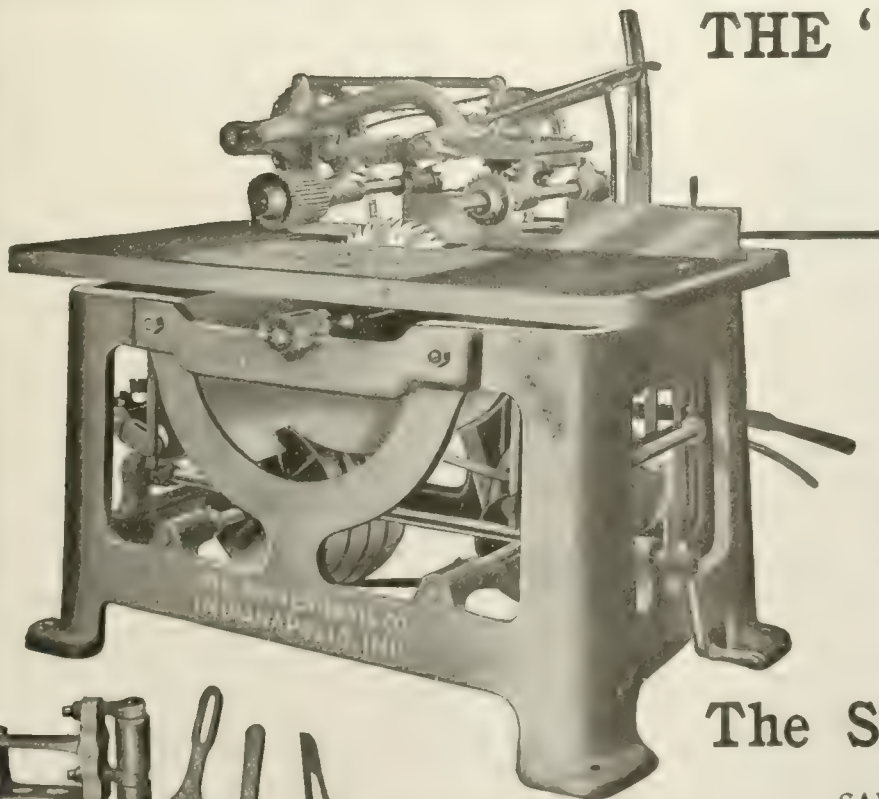
## S. A. WOODS MACHINE CO., BOSTON

SPECIALISTS IN PLANERS, MOULDERS AND FLOORERS

CHICAGO: 811 Railway Exchange  
JACKSONVILLE

NORFOLK

SEATTLE: 617 Lumber Exchange  
SHREVEPORT



## THE "HOOSIER" SELF-FEED RIP SAW

The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine; it has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

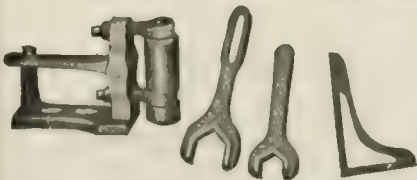
This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock  $17\frac{1}{2}$  inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

## The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.







The Way Many People Looked Last Month

What's the use?

Everybody cheer up

**Don't Worry**

The Country is all right

**GET BUSY**

Saw Wood

with

**Atkins' Silver Steel Saws**

and be happy

**E. C. ATKINS & CO., Inc.**

**THE SILVER STEEL SAW PEOPLE**

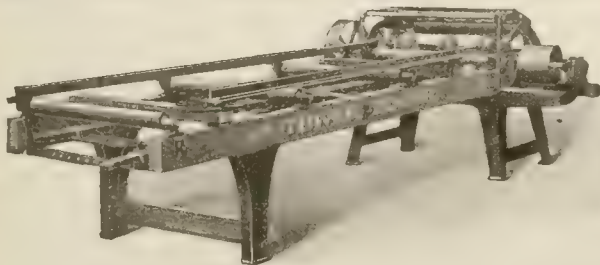
**BRANCHES:**

Atlanta Chicago Memphis Minneapolis  
New Orleans New York City  
Portland San Francisco  
Seattle

Home Office and Factory  
INDIANAPOLIS.

Canadian Factory  
HAMILTON, ONT.

**Cheapest Edger on Earth**  
**The "Tower" 32-inch Edger—New Model**



Especially designed for mills cutting not to exceed 20,000 feet in ten hours.  
The fruit of sixteen years devoted exclusively to the manufacture of blast grates, edgers and trimmers.

This edger is not, however, cheap in any sense but that of price.  
It contains everything that is essential and nothing that is superfluous.

There are over 3,000 of them in daily use, which alone speaks volumes.

Its wonderful popularity is due to exceptional merit, which makes every machine sold a standing advertisement.

It takes up little room.

It requires little power.

It costs little.

At the same time it is strong and thoroughly practical, fulfilling every requirement.

We manufacture

The Celebrated Gordon Hollow Blast Grate,

The "TOWER" Edgers,

comprising thirty different sizes and styles,

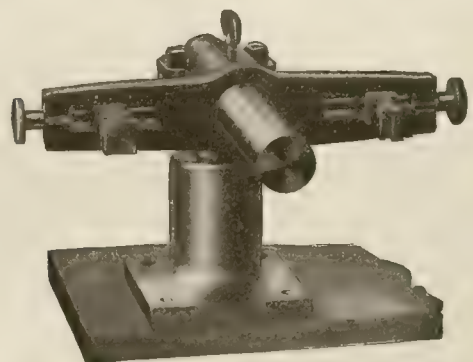
and the "TOWER" Trimmers,

made in ten different sizes and styles.

**The Gordon Hollow Blast Grate Co.**  
**GREENVILLE, MICHIGAN**

The Largest Manufacturer of Blast Grates, Edgers and Trimmers in the World

Automatic  
**Knife Setting Device**



**Flooring Manufacturers** should be especially interested in this device for setting knives on matcher heads. It does the work quickly and accurately. Used by the biggest and best factories. Let us tell you about it.

**Cadillac Machine Co.**  
**SOLE MANUFACTURERS**  
**CADILLAC, MICH.**

J. B. RANSOM, Pres.

A. B. RANSOM, Secy

R. J. WILSON, Treas

**NASHVILLE HARDWOOD FLOORING CO.**

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

**"ACORN BRAND"****OAK AND BEECH FLOORING****"The Product de Luxe"**

We especially invite in-  
quiries for Flooring, Oak  
and Poplar lumber and  
other Hardwoods in  
mixed cars.

**Delivered Anywhere****NASHVILLE, TENNESSEE**

J. B. RANSOM, Pres.

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W. A. RANSOM, Sec. and Mgr.

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**GAYOSO LUMBER COMPANY**

MANUFACTURERS AND DEALERS IN

**Hardwood Lumber and Wagon Stock****MEMPHIS, TENNESSEE**

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J. B. RANSOM, Vice-Pres.

A. B. RANSOM, Sec'y.

**W. J. Cude Land & Lumber Company**

1013-1014 Stahlman Building

Nashville

MANUFACTURERS OF

**Poplar, Oak, Chestnut and Gum Lumber****Mills and Yards at Kimmins, Tenn., Colesburg, Tenn., and Cude, Miss.**

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECY. AND TREAS.

**JOHN B. RANSOM & COMPANY**

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

**Hardwoods**

Poplar, Gum, and Lynn  
Siding. Turned Pop-  
lar Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country  
mills and with stock constantly coming in from many other points, we  
are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you if any-  
one can. Write for specimen copy of our monthly Stock and Price  
List. Can we place your name on our mailing list?



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

## The General Lumber Co.

Manufacturers

Yellow Pine, White Pine  
Hemlock and Hardwoods

COLUMBUS, OHIO

Yellow Pine, Poplar and Hardwoods

## John R. Gobey & Co. Wholesale Lumber Columbus, O.

SPECIAL OFFER: 1,000,000 feet Dry 2 inch No. 1 Norway

## McLaughlin - Hoffman Lumber Co.

206-207 Schultz Building, Columbus, O.

Wholesale Hardwoods  
PINE, HEMLOCK, CYPRESS



Will Contract Mill Cuts for Cash

## ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in

OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR

Full line of **HARDWOODS.** Write us.

**POWELL LUMBER CO., :: Columbus, O.**

.. THE ..

## CRESCENT LUMBER CO.

MANUFACTURERS OF



Hardwood Lumber

MARIETTA, O.

## LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

### OFFERS:

5 Cars 4/4 1st and 2nd Poplar—7" to 17"  
4 Cars 4/4 1st and 2nd Poplar—18" to 23"  
3 Cars 4/4 Poplar Box Boards—7" to 12"  
10 Cars 4/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 No. 2 Common Poplar  
3 Cars 4/4 No. 3 Common Poplar  
2 Cars 5/4 No. 1 Common Poplar (Selects in)  
8 Cars 8/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 1st and 2nd White Oak  
15 Cars 4/4 1st and 2nd Red Oak  
15 Cars 4/4 No. 1 Common Red Oak  
10 Cars 4/4 No. 1 Common White Oak  
10 Cars 4/4 No. 2 Common White Oak  
20 Cars 4/4 Mill Cull Oak  
3 Cars 4/4 Common and Better Chestnut  
1 Car 6/4 Common and Better Chestnut  
4 Cars 4/4 No. 1 Common Chestnut  
5 Cars 5/4 Sound Wormy Chestnut  
5 Cars 6/4 Sound Wormy Chestnut  
10 Cars 4/4 Sound Wormy Chestnut  
10 Cars 8/4 Sound Wormy Chestnut

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

### Southern Hardwoods

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and grades ready for shipment—December 1st stock list:

Ash . . . . .	750,000 ft.	Pl. White Oak . .	300,000 ft.
Qtd. White Oak .	100,000 ft.	" Red Oak . . .	600,000 ft.
" Red Oak . . .	150,000 ft.	Cypress . . . .	500,000 ft.

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cottonwood, Poplar, Tulip and Red Gum

SPECIALTY: THIN OAK and GUM

G. A. FARBER <sup>Tennessee</sup> Trust Building MEMPHIS, TENN.

## S. C. MAJOR LUMBER COMPANY

WHOLESALE

### Southern Hardwoods

MEMPHIS, TENN.

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood and Elm. Main office, South Bend, Ind. Office and Yards, North Memphis.

MEMPHIS - - TENN.

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".

## ANDERSON-TULLY CO.

STOCK LIST, DEC. 8, 1907,

<b>ASH</b>		100,000' 4/4" 1sts & 2ds. Saps
30,000' 4/4" No. 2 common		13 to 15"
		75,000' 4/4" 1sts & 2ds. Saps
		16 to 21"
<b>CYPRESS.</b>		250,000' 4x4" No. 1 common saps
16,000' 4/4" 1sts & 2ds		100,000' 3x8" 1sts & 2ds. Red
150,000' 4/4" shops		6" & up
4,600' 8/4" 1sts & 2ds		100,000' 1/2" 1sts & 2ds. Red
		6" & up
<b>COTTONWOOD</b>		75,000' 5/8" 1sts & 2ds. Red
30,000' 4/4" 1st & 2ds. 6 and 7"		6" & up
200,000' 4/4" 1sts & 2ds. 6" & up		75,000' 4/4" 1sts & 2ds. Red
30,000' 4/4" 1sts & 2ds. 12"		6" & up
100,000' 4/4" 1sts & 2ds. 13" & up		100,000' 4/4" No. 1 common.
50,000' 4/4" 1sts & 2ds. 18" & up		Red 6" & up
25,000' 5/4" 1sts & 2ds. 6" & up		500,000' 4/4" No. 2 common.
60,000' 5/4" 1sts & 2ds. 12 & 13"		Red & Saps
30,000' 6/4" 1sts & 2ds. 8" & up		
150,000' 4/4" No. 1 com. 13" & up		
<b>MAPLE</b>		
18,000' 8/4" log run		
<b>WHITE OAK</b>		
75,000' 3/8" 1sts & 2ds		
75,000' 1/2" 1sts & 2ds		
50,000' 4/4" 1sts & 2ds		
15,000' 6/4" 1sts & 2ds		
75,000' 4/4" No. 1 common		
<b>RED OAK</b>		
100,000' 3/8" 1st & 2ds		
150,000' 1/2" 1st & 2ds		
100,000' 4/4" 1st & 2ds		
100,000' 4/4" No. 1 common		
<b>WAGON BOX BOARDS</b>		
150,000' 9 to 12" cottonwood		
75,000' 13 to 17" cottonwood		
50,000' 13 to 17" gum		
<b>GUM</b>		
75,000' 3/8" 1sts & 2ds. Saps 6"		
& up		
75,000' 1/2" 1sts & 2ds. Saps 6"		
& up		
80,000' 5/8" 1sts & 2ds. Saps 6"		
& up		
300,000' 4/4" 1sts & 2ds, Saps 6 to 12"		

MEMPHIS, TENNESSEE

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
and Office

Memphis, Tenn.

Saw Mills:  
Memphis, Tenn.  
Mobile, Ala.

MANUFACTURERS OF

## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding, Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds Rough and Dressed Lumber. Send us your orders for Bay Poplar; 1,000,000 feet bone dry and ready for market in all thicknesses and grades.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres

Geo. W. Foshe, Secretary.  
C. J. Tully, Treasurer.

### ROBERTSON-FOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARDWOOD LUMBER.  
We make a specialty of mixed cuts, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## RYAN-LUSK LUMBER CO. CHICAGO, ILLS.

SOUTHERN HARDWOODS

WE WANT TO MOVE

250,000 4/4 Common and Better Gum.  
250,000 5/4 1st and 2nd Sap Gum



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## STOCK LIST

9 cars 4/4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S 1 S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Kiln Dried Dimension Stock

### OAK, MAPLE and BEECH

If interested send us list of your sizes  
and we will quote delivered prices.

## LINEHAN LUMBER CO.

PITTSBURG, PA.

## DRY STOCK

Ready for Quick Shipment

2 cars	1x18 to 23" panel and No. 1 poplar
6 "	1" 1st and 2nds poplar
5 "	1" No. 1 common poplar
6 "	1" No. 2 common poplar
8 "	1" mill cull poplar
2 "	1x18" and up panel and No. 1 cottonwood
5 "	5/4 No. 1 common cottonwood
15 "	1x13 to 17" box boards cottonwood
20 "	1x8 to 12" box boards cottonwood
19 "	1x13 to 17" 1st and 2nds cottonwood
21 "	1x13 to 17" No. 1 common cottonwood
20 "	1x6 to 12" 1st and 2nds cottonwood
15 "	1x4" and up No. 1 common cottonwood
20 "	1x4" and up No. 2 common cottonwood
15 "	4/4 1st and 2nds plain red and white oak
24 "	4/4 No. 1 common plain red and white oak

## American Lumber & Mfg. Co.

PITTSBURG, PA.

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

## All Lumbermen, Attention!

We do what you can't do.

We measure your stumpage correctly.

We make your maps correctly.

Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Bruckman Lumber Co.

### Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## HENDERSON LUMBER CO.

Commonwealth Bldg.  
PITTSBURG, PA.

## HARDWOODS

MINE LUMBER  
a Specialty.

*For Sale Now*  
800,000 ft. 4 and 8-4 Oak  
*For Shipment on Grade*  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Crating Lumber a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURG, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6-8 and 12-4—1 and 2  
200M 8-4 " " " " Plain Sawed White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.  
Mine Lumber, Ties and Rails.  
Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED.

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawn Stocks  
Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## Mead & Speer Company

PITTSBURG, PA.

Oak, Poplar and Hardwoods  
Car Stock and R. R. Timbers

MILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## We Manufacture All Kinds of High-Grade Circular Saws

Shingle Saws  
Heading Saws  
Grooving Saws  
Edger Saws  
Bolting Saws  
Concave Saws  
Trimmer Saws  
Gang Saws  
Drag Saws, Etc.



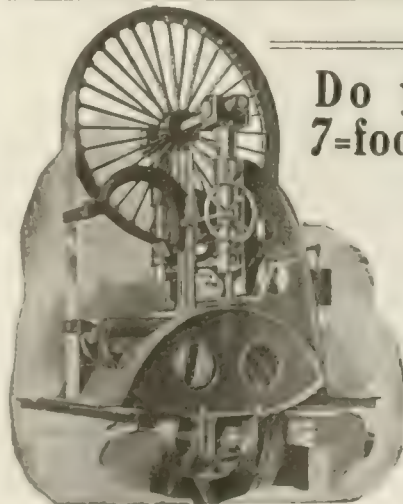
Also Dealers in  
Saw Swages and  
General Saw  
Mill Supplies

Write for  
our new Catalog  
and Discounts

Special  
attention given  
to Saw  
Repairing

Michigan Saw Co. 101 to 109 Germania Avenue Saginaw, Mich.

## Do you want a 7-foot band mill?



This is a first-class  
machine and will  
give the best of re-  
sults. It is strong,  
well made, and as  
good as it looks.  
Write us and we will  
give you full particu-  
lars.

Phoenix Mfg. Co.  
Eau Claire, Wis.



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## SEDRO VENEER CO.

ROTARY CUT VENEER

Our Specialty

### Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO-WOOLLEY, - - WASHINGTON

## BIRD'S EYE MAPLE

Our Specialty

3,000,000 Feet — — — For 1908 — — — 3,000,000 Feet

At Reasonable Prices

MADE AND DRIED RIGHT AND WHITE  
Samples Furnished on Application

MAHOGANY QUARTER SAWED OAK FIGURED WOODS

Let Us Quote You Prices

HENRY S. HOLDEN VENEER CO.

STATION A. - - GRAND RAPIDS, MICH.

## The Cadillac Veneer Company

MANUFACTURERS OF

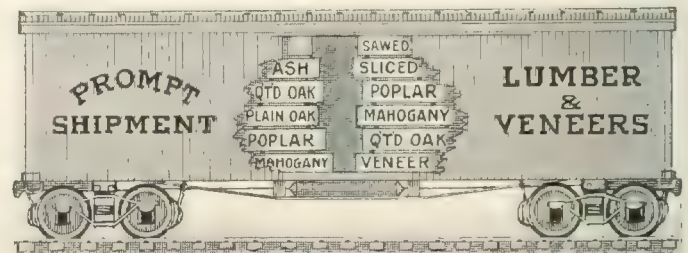
TWO, THREE AND FIVE PLY

### PANELS

AND ROTARY CUT STOCK

Cadillac . . . Michigan

WRITE FOR PRICES



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

Flat Panels, Tops

AND

Cross Banding

GOSHEN

INDIANA

## The Louisville Veneer Mills

MANUFACTURERS OF

### VENEERS

### THIN LUMBER

### PANEL STOCK

LOUISVILLE

KENTUCKY

## Great Lakes Veneer Co.

ROTARY CUT

### VENEERS

### AND THIN LUMBER

MUNISING

MICHIGAN

## Wisconsin Veneer Co.

RHINELANDER, WIS.

Largest and best equipped Veneer  
cutting plant in the country. High-  
grade product from Birch, Maple,  
Elm, Basswood, Ash and other na-  
tive woods.

Veneers for Door Work a Specialty.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## FRANK CARTER CO.

MANUFACTURER

### WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
200,000 feet 1 in. No. 3 Common and Better Red Oak.  
50,000 feet 1 in. No. 1 Common and Better Butternut.  
75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
FILLED

General Offices:  
MENOMONIE, WIS.

## Ingram Lumber Co.

WAUSAU, WIS.

We have  
the  
following  
amounts of  
thoroughly  
seasoned  
stock ready  
for  
immediate  
shipment

11,000 ft. 1½ in. No. 2 Common Plain Birch.  
30,000 ft. 1 in. First and Second Red Birch.  
2,500 ft. 2 in. First and Second Red Birch.  
40,000 ft. 1 in. No. 1 Common Red Birch.  
22,000 ft. 1 in. End Dried White Birch.  
45,000 ft. 1½ in. No. 1 Com. & Bet. Plain Birch.  
400,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
300,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
50,000 ft. 1 in. No. 3 Common Plain Birch.  
100,000 ft. 1 in. No. 3 Common Maple.  
45,000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.  
20,000 ft. 1 in. No. 2 Com. & Bet. Red Oak.  
15,000 ft. 1 in. No. 1 Common Basswood.  
15,000 ft. 1 in. No. 1 Common & Better Bass.

Send  
Us  
Your  
Orders

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

### Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick Deliveries Guaranteed.

JOHN R. DAVIS LUMBER COMPANY

PHILLIPS, WISCONSIN

We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are offering Red Birch in thicknesses, 1" to 2½" common and better, also Maple, Birch and one quarter sawed

### RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the highest grade as to workmanship and quality.

### ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber



## R. CONNOR CO.

WHOLESALE MANUFACTURERS

### Wisconsin Hardwood

PINE AND HEM-  
LOCK LUMBER

Mills at  
Auburndale, Wis., on W. C. & N. W. R.  
Stratford, Wis., on C. & N. W. R.

Marshfield, Wis.

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

### QUARTERED OAK, POPLAR

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawn



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## Estabrook-Skeele Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## Hayden & Westcott Lumber Co.

IN MARKET FOR

### POPLAR

25 M ft. 3 1/4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 1/4" 1s and 2s, standard widths and lengths  
30 M ft. 1-1 1/2" 1s and 2s, standard widths and lengths  
30 M ft. each 2-1/2 and 4" standard widths and lengths

### ROCK ELM

200 M ft. 5/4 No. 1 Common and better  
500 M ft. 8 4 No. 1 Common and better

### BLACK ASH

50 M ft. each 4/4, 5, 4 and 6/4 No. 1 common and better

### OAK AND ASH

100 cars car oak framing  
25 cars white ash from 1" to 4" green or dry 1s and 2s

**511 Railway Exchange, - Chicago**

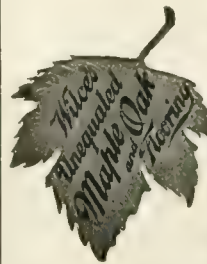
## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

## The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

**A. W. WYLIE,**

1101 FISHER BUILDING  
CHICAGO, ILLS.

## E. D. Matthews Lumber Co., Cairo, Ill.

Wholesale Southern Hardwoods

Oak, Ash, Cypress, Gum, Cottonwood, Elm and Bridge Plank.

When in market, write us. GOOD GRADES. Prompt shipments.  
Inquiries answered promptly.

## CO-OPERATIVE MILL & LUMBER CO., (Inc.)

ROCKFORD, ILLS.

**Want Poplar, Oak, Gum, Hickory, Birch and Maple**

SEND STOCK LIST AND PRICES.

## Montgomery Hardwood Lumber Co.

Crawfordsville, Ind.

OUR SPECIALTIES:

Indiana Quartered and Plain Oak, also Hickory.

## Keys-Fannin Lumber Company

Manufacturers of Band  
and Circular Sawn

## SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock  
Bass and Chestnut. Give us a trial.

**Herndon, Wyoming Co., W. Va.**



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## Chicago Car Lumber Co.

PULLMAN BUILDING, CHICAGO

We Want to Move :

1 inch No. 3 and No. 4 Poplar  
1 inch No. 2 Common Poplar

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND CAR AND R. R. MATERIAL

## CHERRY

Is the lumber we wish to move this month to make room for more of the same kind on the way.

2 Cars 1" 1st and 2nds	1 1/2 Cars 1 1/2" No. 1 Common
1 Car 1 1/2"	1 Car 1 1/2"
1 1/2 Cars 1 1/2"	6 Cars 1 1/2", 1 1/4" and 1 1/2" No.
1 " " " " " " " "	2 Common.

### Maisey & Dion

22nd and Loomis Sts.

Chicago

## P. G. DODGE LUMBER CO. CHICAGO

WE WANT TO MOVE

100,000 feet 5-4 Common and Better Red Oak  
100,000 " 6-4 " " " " "  
50,000 " 4-4 Sap Poplar.

MILLS AND YARDS IN TENNESSEE

## ERNEST B. LOMBARD

Manufacturer and Wholesale

### Northern and Southern Hardwoods

Railway Exchange - CHICAGO

## THE GILLESPIE-REYNOLDS COMPANY

Lumber and Seward Streets

All kinds of Northern Hardwoods. Send us your inquiries.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## W. A. DAVIS SOUTHERN HARDWOODS

1612 Marquette Bldg., CHICAGO

Branch Offices: PADUCAH, KY., and MEMPHIS, TENN.

## R. A. HOOTON LUMBER CO.

First National Bank Building

Wanted { 500,000 to 1,000,000 ft., 1 in. Log Run Gum.  
100,000 to 200,000 ft., 1 in. 1sts and 2nds Plain Red Oak.

## E. H. FALL

EXPORTER  
... OF ...

### WALNUT, POPLAR AND BIRDSEYE MAPLE LOGS

Cash paid for Black Walnut Logs at point of shipment. If you have any walnut logs to offer, write me.  
I have some Sycamore, Red Oak, Ash and other hardwood logs which I am prepared to saw to order. Correspondence solicited.  
Can also supply Black Walnut lumber, sawed to any specification required.

PORT CLINTON : OHIO

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

### BAND SAWED RED CYPRESS LOUISIANA GULF COAST

Products Exclusively

Telephone Harrison 4930 1703 Fisher Bldg., CHICAGO, ILL.



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW

BACKED and

BUNDLED

**The Manistee Planing Mill Co.**

Manistee, Mich.

Manufacturers

**A. F. ANDERSON,** CADILLAC MICHIGAN

Specialist in winter sawed, end-piled, under shed, clear

## White Hard Maple

4/4 to 8/4 in thickness.

**Good Stock. All Michigan Hardwoods.**

## "WHITE" ROCK MAPLE FLOORING

**WORKMANSHIP UNEXCELLED**

**GRADING UNIFORM and RIGHT**

**PRICES WORTH YOUR CONSIDERATION**

WRITE US FOR PRICES AND OUR PLAN FOR SUPPLYING CARLOADS AND LESS DELIVERED

**W. H. WHITE CO. MAJESTIC BUILDING DETROIT, MICH.**

We manufacture our own timber, and every operation from stump to finish is under our personal supervision. Our saw mills and factory are located where the timber grows.



**J. S. GOLDIE**

Cadillac, :: Michigan.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.

Correspondence Solicited Especially on  
White Maple.

MICHIGAN ROCK MAPLE  
BIRCH, BEECH AND BASSWOOD

## LUMBER

Shipments  
By Rail or Cargo

**BOYNE CITY LUMBER CO.**

Sales Dept. W. H. White Co., Majestic Bldg., DETROIT, MICH.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

**HEMLOCK AND CEDAR PRODUCTS**

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

**You can't go astray  
when in the market**

IF YOU WRITE THE

## Northern Lumber Company

RUSH CULVER, Pres.

BIRCH, MICHIGAN

☞ We manufacture from our own forests, the finest line of Northern Hardwoods on the market. ☞ We have the woods, the machinery, the experience, enabling us to fill your orders right.

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## J. S. WEIDMAN

MANUFACTURER OF

### Hemlock and Hardwoods

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.

### Lumber and Hardwood Flooring

Write us for Special Prices on following:

180 M. ft. 8/4 White Maple, largely 1st and 2nds.  
 80 M. ft. 8/4 Common and Better Tamarack.  
 1 Car 6/4 No. 1 Common Birch.  
 1 Car 5/4 No. 1 Common Birch.  
 1 Car each 4/4, 5/4 and 6/4 White Maple.  
 75 M. ft. 4/4 Hard Maple 1st and 2nds.  
 75 M. ft. 5/4 Hard Maple 1st and 2nds.

## MICHIGAN ROCK MAPLE

### DRY STOCK

4-4 to 6-4 1s and 2s End Dried White.....104M  
 4-4 to 6-4 No. 1 Common End Dried White. 15M  
 4-4 to 8-4 1s and 2s Cross Piled White.....130M  
 4-4 to 16-4 1s and 2s Regular.....450M  
 4-4 to 16-4 No. 1 Common Regular.....175M  
 4-4 to 16-4 No. 2 Common Regular.....43M  
 4-4 to 12-4 Hardwood Culls (Largely Maple).....325M

READY FOR PROMPT SHIPMENT

BRIGGS &amp; COOPER CO., Limited

NORTHERN AND SOUTHERN HARDWOODS

SAGINAW, MICH.

MEMPHIS, TENN.

## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

### Northern and Southern Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Orndorff, W. Va., Beaters W. Va., and Parkersburg, W. Va.

## OUR SLOW METHOD

Of Air Seasoning  
and Kiln Drying

I X L POLISHED

### ROCK MAPLE FLOORING

Enables us to offer you an excellent and superior product—  
 One which has stood the test 20 years.

WRITE TODAY FOR PRICES AND BOOKLET

## Wisconsin Land & Lumber Co.

Hermansville, Michigan

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on  
 its merits alone. Comprises all the features  
 desirable in good flooring. Made by the latest,  
 most approved machinery methods and best  
 skilled labor. We believe we can make it to  
 your interest to handle our "Chief Brand" and  
 will appreciate your inquiries.

## Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN



# CINCINNATI

THE GATEWAY OF THE SOUTH

## The Stearns Company

MANUFACTURERS OF

Northern and Southern  
**HARDWOODS**

Grand Rapids, Mich.

Cincinnati, O.

## THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buys and Sells: Walnut, Oak, Poplar, Chestnut

## The Wm. H. Perry Lumber Co. HARDWOOD MANUFACTURERS

Oak, Chestnut, Poplar, Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Ave., CINCINNATI

## W. H. & G. S. STEWART

Hardwood Lumber

CINCINNATI, OHIO

Specialty—Quartered Oak

## BENNETT & WITTE

Manufacturers of Lumber

**Oak—Ash—Elm—Gum Cypress  
and Cottonwood**

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

**We have a stock and ship Straight Grades  
Domestic and Export**

# C. CRANE & COMPANY

MANUFACTURERS

**Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm**

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

## THE MALEY, THOMPSON & MOFFETT CO.

Always in the Market for  
**BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS.  
LUMBER OF ALL KINDS.**

CINCINNATI, : : : OHIO

## The Pratt-Worthington Co.

CROFTON, KENTUCKY

We want to move

4 Cars No. 1 Common and Better 1 inch Poplar.  
3 Cars No. 1 Common and Better 2 inch Poplar.

## THE ROY LUMBER CO.

NICHOLASVILLE, KY.

**Poplar :: Oak :: Chestnut**

High Grade, Well Manufactured Stock.

# CINCINNATI

THE GATEWAY OF THE SOUTH



## WE OWN

and operate our own mills,  
they are new and the best.

Four hundred feet of stock in  
4 1/4, 6 1/4 and 8 1/4 Poplar

Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.

Send us your  
inquiries.

Mercantile Library Building,

Cincinnati, Ohio

## A LITTLE TIP FOR YOU

Just glance over the choice list of specials below, tell us what strikes  
your fancy, and we will do the rest.

100,000 feet 4/4, 6/4 and 8/4 Log Run Pecan  
150,000 feet 4/4 Cottonwood Box Boards, 8" to 12" wide  
150,000 feet 4/4 Cottonwood Box Boards, 13" to 17" wide  
500,000 feet 4/4 1 and 2 Cottonwood, 8" and up, 40% 13" and up  
30,000 feet 4/4 Poplar Box Boards 13" to 17" wide  
30,000 feet 4/4 1 and 2 Poplar, 18" to 24" wide  
30,000 feet 4/4 and 8/4 Log Run Sycamore  
25,000 feet 4/4 Log Run Elm  
22,000 feet 4/4 Gum Box Boards, 8" to 12" wide  
29,000 feet 4/4 Gum Box Boards, 13" to 17" wide  
100,000 feet 4 1/4 to 8 1/4 Log Run Ash, 50% 1 & 2, 35% No. 1 Com.,  
15% No. 2 Com.  
150,000 feet 4/4 No. 2 Common Poplar.

**T. B. STONE LUMBER CO.**

CINCINNATI, OHIO

IMPORTANT: Address all communications to Room 1030, Union Trust.

# THE WIBORG & HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

## White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

### HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1 1/4-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE



## THE FREIBERG LUMBER CO.

Manufacturers of

**Tabasco Mahogany  
Walnut, Oak**

Poplar, McLean and Findlay Aves.  
CINCINNATI, O.

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

**KENTUCKY LUMBER COMPANY**

CINCINNATI, OHIO

## PLAIN OAK—BASSWOOD

Are what we want All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office, Yards  
Planing Mills, Dry Kilns  
Purchasing Dept.  
Rancho, Tenn.  
Cypress Red Gum Oak



# INDIANA

WHERE THE BEST HARDWOODS GROW

## DECEMBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
 50,000 ft. 5-4 C. & B. Plain Red Oak  
 60,000 ft. 6-4 C. & B. Plain Red Oak  
 100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## DECEMBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
 bone dry. Write us any time.

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
 Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
 Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
 and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA

## Black Walnut & Plain Oak

C. J. FRANK

LOGANSPOUT, IND.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.

Walnut our specialty.

Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Quartered Oak and Sycamore

SEYMOUR, IND.

## Young & Cutsinger

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Fine Figured Quartered Oak

EVANSVILLE, INDIANA

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:  
Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

P. O. Box 312. MEMPHIS, TENN.

940 SENECA STREET.

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET.

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## GILCHRIST-FORDNEY CO.

Everything in Mississippi  
Long Leaf Yellow Pine

Mills: Laurel, Miss. SALES OFFICE  
1406 TENNESSEE TRUST BLDG. MEMPHIS, TENN.

## Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN-HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

Manufac-  
turers

**OAK, ASH, COTTONWOOD, GUM  
AND CYPRESS**

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

**DRY** ALL GRADES  
5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

# LUMBER CO.

Coal Grove, Ohio, U. S. A.

# Hardwood Record

Thirteenth Year.  
Semi-monthly.

CHICAGO, DECEMBER 25, 1907.

{ Subscription \$2.  
{ Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

## C. L. WILLEY

MANUFACTURER OF

### Mahogany, Veneer

### HARDWOOD LUMBER

Office, Factory and Yards: **1225 Robey St.,**

BAND MILLS  
MEMPHIS, TENN.

(Telephone)  
Canal 930

**Chicago**

*Mr Manufacturer;- We want  
you to try a sample car of  
our Red Gum. Yours truly  
Himmelberger-Harrison Lbr Co.  
Morehouse, Mo.*

## Some of Our Claims for Your Recognition

A Company of High Financial Standing, Insuring Lumber Manufacturers  
and Dealers and Woodworkers Only.]

Prompt and Satisfactory Adjustment of Losses.

Present Dividend to Policy Holders at Rate of \$35.00 on \$100.00 of Premium.

### THE LUMBER MUTUAL FIRE INSURANCE CO., OF BOSTON, MASS.

141 MILK STREET

### The Davidson-Benedict Company

NASHVILLE, TENNESSEE

Everything in

### Southern Hardwoods

POPLAR, CHESTNUT, ASH, OAK

(Plain and Quartered.) Straight or Mixed Cars.

DRESSED POPLAR ANY  
WAY YOU WANT IT.

YOU GET WHAT YOU BUY FROM  
US. ASK FOR OUR DELIVERED  
PRICES, ANY RAILROAD POINT.

### THE ATLANTIC LUMBER CO.

2 Kilby St., BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

### WHITE OAK

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU.

**A Very Substantial Cash Saving for Every Policy-Holder**

The stock companies specializing in lumber insurance are—

**Lumber Insurance Co. of New York**

84 William St., New York

**Adirondack Fire Insurance Co.**

84 William St., New York

**Toledo Fire and Marine Insurance Co.**

Sandusky, Ohio

**COMBINED ASSETS OVER \$1,000,000.**

For particulars address "Headquarters for Lumber Insurance" Lumber Insurers General Agency, Underwriting Managers, 84 William St. New York

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PHILADELPHIA, Land Title Building  
NEW YORK, No. 1 Madison Ave.

BAND MILLS:

Richwood,  
Camden-on-Gauley,  
Holcomb, W. Va.

# Cherry River Boom & Lumber Co.

SCRANTON, PA.

Cherry  
Chestnut  
Hard Maple  
Soft Maple

Poplar  
White Oak  
Red Oak  
Basswood

**“The Best Lumber”**

## BETTER BUY BIRCH

WHILE THERE IS STILL  
A GOOD  
ASSORTMENT OF  
THICKNESSES AND  
GRADES

**G. W. JONES  
LUMBER CO.**

Appleton

Wisconsin

## THOMAS FORMAN CO. DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

### Maple and Oak Flooring

We desire to move promptly a large quantity of

13-16x1½" Clear Quarter Sawed White Oak Flooring.

13-16x1½" Clear Plain Sawed White Oak Flooring.

13-16x1½" Clear Plain Sawed Red Oak Flooring.

13-16x1½" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

## Mosby, Denison & Co.

MANUFACTURERS OF

COTTONWOOD  
GUM  
ASH, ELM

Large Stock on Hand

HELENA, ARKANSAS

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, DEC. 1, 1907

4-4 Birch, No. 2 Common and Better.	55M
4-4 Birch and Cherry, No. 3 Common	65M
4-4 Gray Elm, No. 1 Common	20M
4-4 Gray Elm, No. 2 Common	13M
4-4 Gray Elm, No. 3 Common	87M
8-4 Gray Elm, 1s and 2s	28M
1x10 to 14 in. Hard Maple, 1s and 2s	100M
1x15 and up Hard Maple, 1s and 2s	20M
4-4 No. 3 Common Maple and Beech	500M
4-4 No. 4 Hardwoods	21M
5-4 Hard Maple, 1s and 2s	21M
6-4 Hard Maple, 1s and 2s	19M
6-4 Hard Maple, No. 1 and 2 Common	20M
6-4 Hard Maple, Step Plank	46M

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**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

—MANUFACTURERS—  
"CUMMER" MAPLE  
AND BEECH FLOORING

### MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

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### We Offer For Sale

- 5 cars 4-4 Hard Maple 1sts and 2nds 10" to 15",  
No. 1 Com. in it.
- 7000' 4-4 Birds Eye Maple guaranteed 75", 1sts  
and 2nds.
- 2 cars 4-4 Soft Elm No. 2 Com. and Better.
- 5 cars 4-4 Beech No. 3 Common.
- 1 car 6-4 Beech No. 3 Common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—6/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—4/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

MANUFACTURED BY

**COBBS & MITCHELL, Inc.**

Cadillac, Michigan, Dec. 1st, 1907.

### DRY STOCK.

4-4 Gray Elm, 1's and 2's	60M
4/4 Gray Elm, No. 1 and 2 Common	100M
4/4 Gray Elm, No. 3 Common	80M
6/4 Gray Elm, 1's and 2's	75M
6/4 Gray Elm, No. 1 and 2 Common	50M
8/4 Gray Elm, 1's and 2's	100M
8/4 Gray Elm, No. 1 and 2 Common	70M
12/4 Gray Elm, 1's and 2's	75M
4-4 Hard Maple, 1's and 2's	100M
4/4 Hard Maple, No. 1 and 2 Common	750M
4/4 Hard Maple, No. 3 Common	35M
4-4 Hard Maple, No. 4 Common	75M

OUR OWN MANUFACTURE.

**COBBS & MITCHELL**  
(INCORPORATED)  
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**PAUL W. FLECK LUMBER COMPANY**  
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**SPECIALTY:** Sound Wormy Chestnut—Common and Better Chestnut—  
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 Straight or mixed cars. We are not brokers.

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200,000 ft. 4-4 1s & 2s Plain Red Oak.  
 25,000 ft. 5-8 No. 1 Com. Plain Red Oak.  
 300,000 ft. 4-4 No. 1 Com. Plain Red Oak.  
 200,000 ft. 4-4 No. 2 Com. Plain Red Oak.  
 500,000 ft. 4-4 No. 1 Com. Plain White Oak.  
 200,000 ft. 4-4 1s & 2s Quartered White Oak.  
 And 12,000,000 ft. of other Southern Hardwoods.

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**Hardwood Lumber**

**Memphis, Tennessee**

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Manufacturers of Band Sawed

**Yellow Poplar**

We also handle HEMLOCK, OAK and CHESTNUT.

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Saw and Ship 100,000,000 Feet Yearly

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OFFERS THE FOLLOWING STOCK  
FOR IMMEDIATE SHIPMENT

10 cars 1 in. 1st and 2nds Plain Red Oak  
2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
8 cars 2 in. No. 1 Common Sap Gum  
1 car 2 in. No. 2 Common Sap Gum  
18 cars 1 in. 1st and 2nds Cottonwood, 6 in. and wider  
3 cars 1 in. No. 1 Common Cottonwood

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We own our own stumpage and operate our own mills.

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## R. M. SMITH & COMPANY

MANUFACTURERS OF

WEST VIRGINIA HARDWOODS

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WE WANT TO MOVE { 1,500,000' of 4 to 16-4 1sts and 2nds, No. 1 and No. 2 Common Oak } SEND US YOUR INQUIRIES  
1,000,000' of 4-4 sound wormy Chestnut  
300,000' of 4, 6 and 8-4 common and better Maple

EASTERN OFFICE:  
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Band Mill: Orndoff, Webster County, W. Va.  
Planing Mill; Heaters, W. Va.

## SWANN-DAY LUMBER COMPANY

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Bevel Siding, Drop Siding, as well as Wide Poplar

Always a Large Stock on Hand

Prices are Yours for the Asking

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 Whitewood, Oak, Chestnut, Elm, Basswood  
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 BUYERS OF BLACK WALNUT LOGS  
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 Inspection at point of  
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80,000 ft. 4/4 Tupelo Gum.	7 cars 4/4 Basswood, No. 1 Common and 1s and 2s.
52,000 ft. 4/4 Red Gum (Hazelwood).	4 cars 4/4 White Oak No. 1 Common and 1s and 2s.
5 cars 4/4, 6/4 and 8/4 Common and Better Chestnut.	9 cars 4/4, 5/4, 6/4 and 8/4 Red Oak, No. 1 Common and 1s and 2s.
13 cars 4/4, 6/4 and 8/4 Sound Wormy Chestnut.	3,000,000 to 4,000,000 feet all grades and thicknesses, Soft Yellow Poplar.
2,500,000 ft. 4/4 to 16 4 White Pine, all grades.	

We want your inquiries for North Carolina Pine.

Tough White Oak cut to order for shipbuilding and railroad work

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**Wanted--Dimension Oak, Plain and Quartered,**

White and Red. Send for specifications.

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**WHOLESALE HARDWOODS**

 In the market for all thicknesses of  
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## A Word to the Waiter

**Don't Hold Your Lumber Orders** any longer. There's trouble already in freight traffic. It will get worse. Business will be in full swing again by January and lumber shipments will be delayed.

**Do You Want Chestnut?**

900,000 feet	1 inch Sound Wormy
150,000 "	6-4
150,000 "	8-4
200,000 "	10-4

Direct shipments from Mill. Ask for Stock List and Prices today.

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Modern mills and perfect manufacture.

We make a specialty of getting out high grade Soft West Virginia Panel Poplar and are in position to ship either straight or mixed cars of lumber. We also get out a Sound Wormy grade of Chestnut, suitable for veneer purposes. We will load cars to suit the requirements of our customers. We seek the trade of wood-working factories who want a dependable lumber supply at fair treatment.

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Red Gum    Yellow Poplar    Cross Banding    Center Stock

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600,000 feet 4/4, 5/4 and 6/4 Log Run Birch on Grade  
400,000 feet 4/4, 5/4 and 8/4 Common and Better Plain OakGood stock Grey Elm, Red and White Oak, Cherry, Basswood and Ash.  
Yards at Grand Rapids and Memphis.**J. M. CARD LUMBER COMPANY**

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Wholesale Hardwood Lumber

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**WANTED.**100M feet green White Oak Plank  
2, 2 $\frac{1}{4}$ , 2 $\frac{1}{2}$  and 3 inches thick.

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Manufacturers Hardwood Lumber

RANDOLPH BUILDING    MEMPHIS, TENNESSEE  
WE WILL TAKE CARE OF YOU**The KNEELAND-BIGELOW CO.****MANUFACTURERS OF LUMBER****Annual Output:**20,000,000 ft. Hardwoods.  
20,000,000 ft. Hemlock.  
4,000,000 pcs. Hardwood Lath.  
9,000,000 pcs. Hemlock Lath.Mills Run the Year  
Around.**Bay City, Mich.****Quartered Oak Flooring**

Manufactured for

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The name **DWIGHT** on flooring is a guarantee of its  
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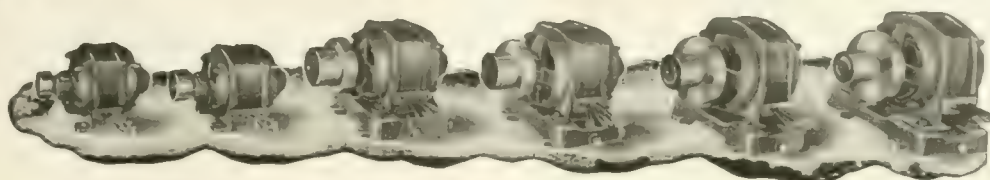
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## Single Phase Induction Motors



Group of K C Motors 1/4, 1/2, 1, 2, 3, 5 Horse Power.

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In the market to buy and sell OAK, POPLAR, ASH, CYPRESS  
Large stock dry lumber always on hand

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BLACK WALNUT LUMBER MY SPECIALTY. Always in the market to buy  
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North Broadway and Dock Streets St. Louis, Mo.  
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*There is no Flooring better made.*

**"ARTHUR BRAND"**

MEMPHIS-MADE

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*There is no better Flooring made.*

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We produce car lumber from the best rock Maple area in Michigan and have 20 years' supply.

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WE ARE OFFERING

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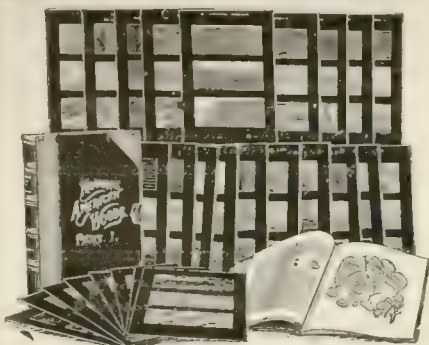
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CHICAGO



A VOLUME OF "AMERICAN WOODS" DISPLAYED

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**AMERICAN WOODS.** A publication illustrated by actual specimens, (showing transverse, radial and tangential sections) and full text. Send for sample specimens and particulars.

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**HANDBOOK OF TREES.** Photo-descriptive. Enables one unfamiliar with botany to identify the trees and learn much about their characteristics, distribution, uses, etc.

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"Of greatest value to foresters, lumbermen, botanists, nature students and sportsmen. We cannot recommend it too highly."—Forest and Stream.

"The most valuable guide to its subject ever published. Mr. Hough is the author of a most fascinating publication, called AMERICAN WOODS, which is of the most exceptional excellence. The photographs in this HANDBOOK are delightful to any wanderer of the woods. We shall ever be grateful to Mr. Hough for his sincere and generous help."—Springfield Republican.

"It is doubtful if any book placed before the public in recent years possesses the peculiar charm of this. A unique feature which should commend the work to lumbermen, timber holders, cruisers, and those identified with lumber and timber interests, is the series of magnified wood structures, designed as an aid in identifying timbers."—St. Louis Lumberman.

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# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, DECEMBER 25, 1907.

No. 5.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, Editor. EDGAR H. DEFEBAGH, Manager.

7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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In the United States, Canada, Philippine Islands and Mexico	\$2.00
In all other countries in Universal Postal Union	3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings.

#### WISCONSIN HARDWOOD MANUFACTURERS.

The Hardwood Lumber Manufacturers of Wisconsin will hold their annual meeting at Eau Claire, Jan. 15, 1908.

#### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The annual convention of the Indiana Hardwood Lumbermen's Association will be held at the Grand Hotel, Indianapolis, Jan. 16, 1908.

#### HARDWOOD MANUFACTURERS' ASSOCIATION.

The sixth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Galt House, Louisville, Ky., on Tuesday and Wednesday, January 28 and 29.

### General Market Conditions.

The last fortnight has been the dulllest in hardwood sales the country over, that has been experienced in a good many years. This condition has resulted from various causes, particularly close finances and a determination on the part of buyers to make no new obligations for the year, due to their uncertainty as to how business would start off in 1908. In spite of this situation leaders in the hardwood industry look upon it with a good deal of optimism. Every indication points to a renaissance of fair trade for the first of the year, which it is fully expected will develop into a normal tide of business by early spring.

A large factor in the buying trade is the furniture industry, notably in the Middle West, and as the annual furniture sales expositions will open early in January lumber buying from these

concerns will depend very largely on the business booked at these shows. Indications are favorable to a considerable volume of purchases taking place shortly after January 1 in that a good many woodworking institutions which closed down in November and early in December, have resumed operations with evident business in sight to keep them going.

A most excellent analysis of the present and prospective situation can be obtained from a perusal of numerous letters received from all over the country, appearing in this issue of the RECORD, under the title, "Analysis of Hardwood Conditions by Leading Minds in the Trade."

### A Warning.

The considerable amount of space given up in this issue of the RECORD to the publication of letters from a great number of leaders in the hardwood industry of the United States, needs no excuse. These letters are marked by frankness, honesty and intelligence. For the greater part they are very optimistic and may possibly lead some operators to believe that business, and notably hardwood prospects, are much more roseate than they really are. The country has had a serious spell of financial illness and, like sickness of every sort, it should not be expected that the patient will recover to full strength immediately. The wisdom and good judgment that has been displayed by hardwood manufacturers for the last two months should be continued for the present. Continued restriction of output should prevail until there is a certainty that the demand for hardwoods will consume the output. Optimism is all right and it is the belief of the HARDWOOD RECORD that business conditions will soon become normal, but safety lies in curtailing the output for some time to come.

### Annual Veneer and Panel Association.

The second annual meeting of the National Veneer and Panel Manufacturers' Association held in Chicago last week, was marked by the largest attendance ever called out by one of these interesting gatherings. Entire harmony prevailed and much enthusiasm was manifested. On the whole the veneer makers seem to be in pretty fair shape. While they have not many advance orders, they have generally succeeded in keeping the plants in operation well toward full time, and there are good prospects of enough business to insure a continuance of operations. In some isolated cases it was found that prices had been cut to a slight degree but on the whole values have been very well maintained.

The association was wise in its choice of Burdis Anderson of Munising, Mich., as its new president, and he unquestionably will fulfill the duties of his office in an exceptional manner. His predecessor has been a tremendous worker for the interests of the association, but Mr. Anderson is also a hustler, and fully realizes the work ahead of him in carrying on the good work inaugurated by ex-President D. E. Kline. While Mr. Anderson is a comparatively new man in the veneer business, he was a pioneer in this organization, and has already devoted a good deal of time, thought and money to forwarding its best interests. His selection of committees is most admirable, as he has chosen them from all



divisions of the veneer and panel industry, and unquestionably has selected the right men for the right places.

The good work that this association has accomplished is already manifest in the increased prosperity of the trade. From disorganization and chaos in methods of production, grading and sales, the members have achieved a knowledge of cost, better methods of manufacture, and uniformity of grading and values, that have been deemed impossible by those not familiar with the benefits of association work. Today the organization includes in its membership practically every leader in the veneer industry.

### Christmas.

The delightful Holiday period is again upon us. This is the time of year devoted to good will toward all men, and as such is justly celebrated the world over. In spite of the last two months of business depression, the year has been a very good one for the average lumberman and the credit balances on the ledger of most concerns will show that net profits have been excellent.

The HARDWOOD RECORD desires not only to wish its loyal clients the customary "Merry Christmas and Happy New Year," but to thank them heartily for their material and moral support during the year 1907. The same general features and the good work that the RECORD is constantly attempting to do for the trade will be continued during the year to come, and while the paper has perhaps been good enough in the past, the editor is far from satisfied with it, feeling that its constantly increasing patronage, and the many evidences of consideration and kindness of which he has been the recipient, are far beyond its deserts, and that they warrant the putting forth of extra effort, which shall be reflected in future numbers.

### A Business Proposition.

The press of the country concedes that Chief Forester Pinchot has at last struck a lead which may enable him to induce Congress to consider the necessity of preserving the forests and to inaugurate laws to that end. This lies in the fact that the Chief is presenting very able arguments to show that forest preservation will be a good business venture.

Heretofore Congress has been deaf to pleas to save the forests, perhaps because the men who made them enlarged principally upon the sentimental side of the question. They talked about the distant future and then ranged into the distant past to show that Mesopotamia, now a desert, was once the garden spot of the East, and that in Babylon where now bats and owls roost, a great population once lived in plenty until the forests were destroyed and the water courses dried up.

Now Mr. Pinchot is demonstrating to Congress that if the four hundred billion feet of standing hardwoods be rightly managed, instead of cut down at the rate of twenty-five billion feet a year, the mountain ranges of the East are capable of insuring to the nation its annual hardwood supply without impairing the forests. In other words if Congress takes the project in hand, the country can draw in interest as much every year as it is now taking out of the forest principal, and will grow richer instead of becoming bankrupt within a few years, as it will be if the present course is pursued.

Mr. Pinchot is getting "down to brass tacks" when he presents his proposition to Congress in commercial terms. A petition prefaced with a dollar sign will carry more weight every time with the lawmakers, than will one introduced by the most accurate deductions from history and the most laudable sentiments in the world. The Chief has worked hard to educate the public and the lawmakers to a common sense view of the nation's forest condition and necessities, and it is to be hoped that this manifestly desirable business venture will be carried out logically by the country's legislators.

### Current Hardwood Record.

This issue of the RECORD is essentially a number dealing with business information. Within its pages will be found an admirable analysis by the greater number of leading lights in the hardwood industry, covering the present and prospective conditions of the business; a complete report of the proceedings of the annual meeting of veneer and panel manufacturers, showing conditions in that industry; statistics and text showing in detail, by states, the hardwood cut of 1906; an admirable article by an eminent forestry official giving many facts pertaining to the drain upon our forests, besides much other information of a kindred nature that will be found well worth the perusal of every reader of the publication.

### Lumber Conditions in British Columbia.

British Columbia lumber operators are not having easy sailing at the present time. There is no current demand for logs of any description. Many of the mills operating their own logging camps have laid off part of their crews. However, in spite of the lack of orders the prices of lumber and logs have been well maintained, and it is thought there will be no slaughter of prices during the winter. The high cost of labor and the small demand for stock are urged as reasons for the general closing down of the industry. It is generally believed that the curtailment of building operations during the winter will result in many men being unemployed. There has been no cut in the wages of laboring men retained in woods and sawmill work, below the scale that has prevailed for the last twelve to eighteen months.

### Editorial Notes.

It's been a pretty good year, has 1907, even if there are some unpleasant recollections attached to November and December.

Don't forget the association meetings announced at the head of the first editorial page in this issue of the RECORD. These conferences are all important to members of the hardwood fraternity.

If the hardwood lumbermen of the country will continue to exercise the same good sense in restricting output that they have for the past two months, 1908 will be a business year of which they need not be ashamed.

The cement show held at the Coliseum last week was a great effort for an initial affair. The cement people have demonstrated that they are a factor in the building world to be considered; they are doing wonderful "stunts." Next year's exposition will be a crackerjack!

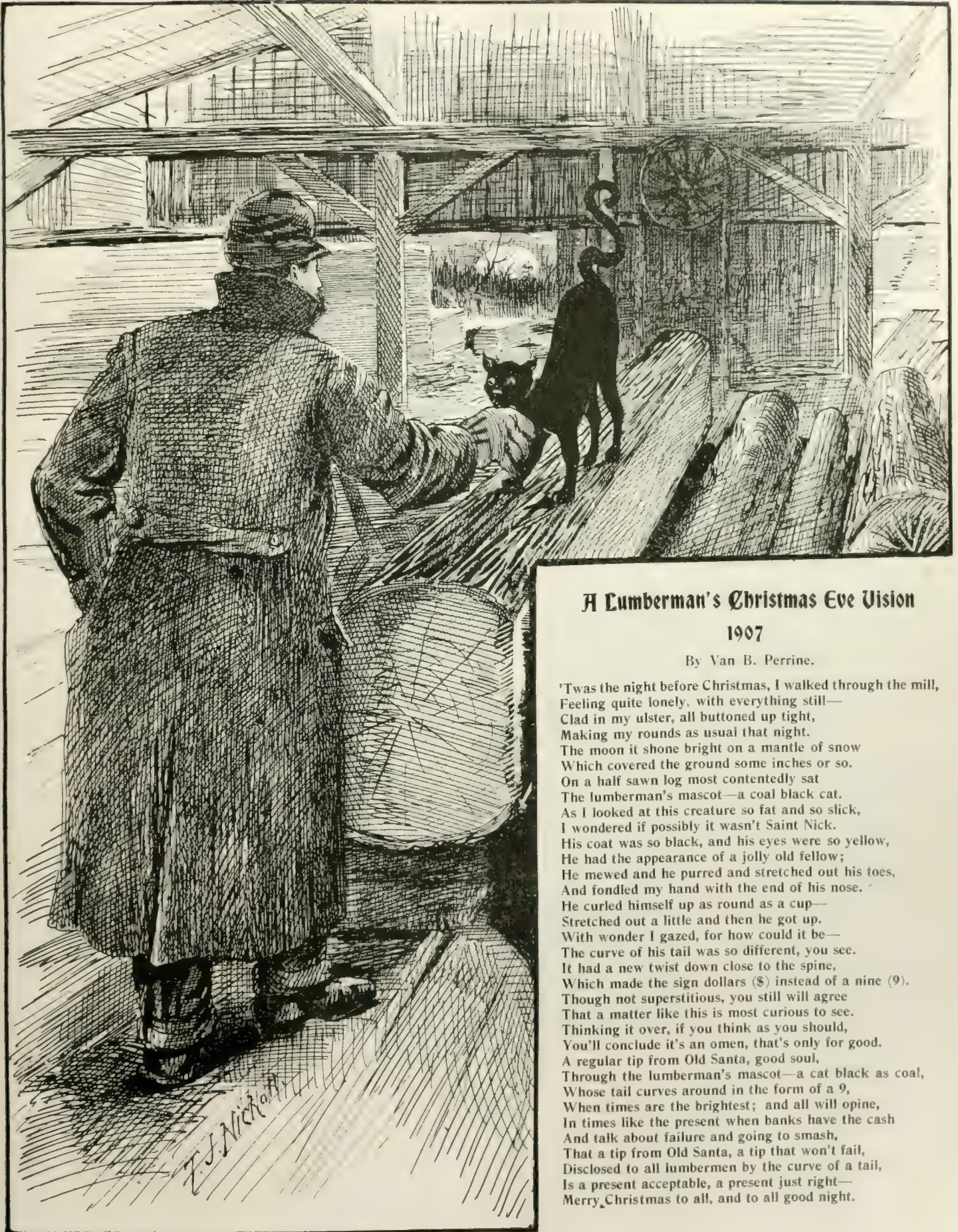
Hardwood lumbermen are anxiously awaiting the outcome of the big furniture expositions to be held at Chicago and Grand Rapids during January. If the furniture manufacturers succeed in corraling even a reasonable amount of trade it will mean a big impetus to hardwood demand.

The Handle Manufacturers' Association of America is gradually showing progress, and augmenting its membership list. There is lots of promise in the field which it covers. At the present time all reports indicate that trade is slack, but the manufacturers are following the action of the hardwood operators and restricting output to a marked degree. A good many plants are shut down, and others will follow.

Price cutting never increased the volume of sales. The average hardwood lumberman has learned this lesson by bitter experience, and that's the reason he is standing pat on the price proposition.

The numerous friends of Van B. Perrine will be glad to see that the HARDWOOD RECORD has dragged him out of his poetic seclusion long enough to coax a photograph away from him, which is employed as a supplement in this issue of the RECORD. They will be equally well pleased with his Christmas verses that appear in this number.





## A Lumberman's Christmas Eve Vision

1907

By Van B. Perrine.

'Twas the night before Christmas, I walked through the mill,  
 Feeling quite lonely, with everything still—  
 Clad in my ulster, all buttoned up tight,  
 Making my rounds as usual that night.  
 The moon it shone bright on a mantle of snow  
 Which covered the ground some inches or so.  
 On a half sawn log most contentedly sat  
 The lumberman's mascot—a coal black cat.  
 As I looked at this creature so fat and so slick,  
 I wondered if possibly it wasn't Saint Nick.  
 His coat was so black, and his eyes were so yellow,  
 He had the appearance of a jolly old fellow;  
 He mewed and he purred and stretched out his toes,  
 And fondled my hand with the end of his nose.  
 He curled himself up as round as a cup—  
 Stretched out a little and then he got up.  
 With wonder I gazed, for how could it be—  
 The curve of his tail was so different, you see.  
 It had a new twist down close to the spine,  
 Which made the sign dollars (\$) instead of a nine (9).  
 Though not superstitious, you still will agree  
 That a matter like this is most curious to see.  
 Thinking it over, if you think as you should,  
 You'll conclude it's an omen, that's only for good.  
 A regular tip from Old Santa, good soul,  
 Through the lumberman's mascot—a cat black as coal,  
 Whose tail curves around in the form of a 9,  
 When times are the brightest; and all will opine,  
 In times like the present when banks have the cash  
 And talk about failure and going to smash,  
 That a tip from Old Santa, a tip that won't fail,  
 Disclosed to all lumbermen by the curve of a tail,  
 Is a present acceptable, a present just right—  
 Merry Christmas to all, and to all good night.



# AMERICAN FOREST TREES.

SIXTY-SEVENTH PAPER.

## Western or Pacific Coast Cedar.

*Thuja plicata*. Don.

*Thuja gigantea*. Nutt.

The name red cedar is the one most often applied to this great western tree, but inasmuch as this is not the true red cedar—the fragrant, richly colored material from which lead pencils and great packing chests are made—but a comparatively new factor in lumber commerce, the term is somewhat misapplied and misleading.

Red cedar is the name applied to the tree in Idaho, Oregon and Washington; in California gigantic red cedar, Pacific red cedar and gigantic cedar are used, also arborvitæ; in Idaho it is sometimes called shinglewood; in Oregon and Washington cedar, canoe cedar, giant cedar and other modifications of the above terms are frequently employed; while in many lumber markets, both east and west, the terms western and Pacific Coast cedar are used, and are perhaps the best and least confusing names that can be applied to the wood.

The range of growth of this tree is from southern Alaska to northern California, particularly in Mendocino county; eastward through British Columbia and northern Washington, northern Idaho and Montana, along the western slopes of the Rocky mountains. In Idaho the growth is most prolific along the Cœur d'Alene, Bitter Root and Salmon river mountains. The trees do not grow in a pure stand, but intermingled with western larch, fir and tamarack, under most favorable conditions showing perhaps twenty-five per cent of cedar. The tree reaches its maximum development in western Washington and Oregon, and its preferred habitat is low, moist bottom-lands and the banks of mountain lakes or streams.

There are a number of varieties of the species *plicata*, all entering into consumption under one of the names heretofore given; but the genus *Thuja*, to which it belongs, contains only two species native to America—*Thuja plicata* and *Thuja occidentalis*, the arborvitæ; their growth is confined to northeastern and northwestern America. Two other species belonging to this genus are in existence, one native to China, the other to Japan. They are often planted in this country, especially in the South, for the decoration of gardens, and when properly cultivated thrive fairly well.

The Pacific Coast cedar is a pyramidal tree, 150 to 200 feet high, 2 to 11 feet in diameter, with stout trunk, often corrugated.

The illustration herewith presented furnishes a good example of this peculiarity. The bark is scaly, and irregularly divided by shallow fissures into long, narrow, loose scales. It is bright cinnamon-red and from one-half to three-quarters of an inch thick. Large trees are often hollow at the bottom.

The leaves of the tree are small, close and blunt, longer on leading shoots. The flowers

soned wood weighs approximately twenty-three pounds.

Of this great giant of the Northwest Rogers writes: "Solitary, or in small groves, it climbs the mountains to a level more than a mile higher than the rich river bottoms at sea level, where the noblest specimens and the greatest number are assembled. The Indian cuts the biggest specimen he can find for the totem pole that he carves into his family tree. The war canoes are dugouts made of the enormous butts, which often measure 15 feet in diameter. Inside the cabins the great rough-hewn rafters and joists of these primitive dwellings are of this arborvitæ, whose soft wood the crude implements of the tribes can work with comparative ease. The walls that inclose the Indian's house, the blankets that keep him warm, and the ropes indispensable in fishing, in the harnessing of his dog teams and in various other enterprises—all come from the fibrous inner bark of this tree. Truly it is a 'tree of life' to the Alaskan aborigines."

The principal uses to which Pacific Coast cedar is put are for cooperage, doors, sash, interior finish, fencing, shingles and telegraph, telephone, electric light and railway poles. With the rapid depletion of the white cedar of the northern Michigan forests—arborvitæ—this wood is becoming very popular for the last named purposes. One great advantage which western cedar poles possess over the northern wood is that they show very little taper and are invariably much smaller at the base, thus necessitating much less work in setting and less mutilation of the street or pavement. They are very straight, smooth, and last remarkably well while in the ground. The wood has been used in the central and eastern states only about ten years, in quantities, but in this length of time has amply demonstrated that it can be depended upon for high-grade construction work. The western cedar poles are being very extensively used by power companies, and are preferred by many of them to any other, for the reason

that they are far more slightly, and the companies have now become convinced that they will carry the loads in a satisfactory manner. One may notice quantities of these poles along the lines of the great trolley systems throughout the states of Indiana, Illinois, Ohio, Pennsylvania and New York, as well as in many cities which are particular about the neat appearance of their streets. The first cedar poles to become known in the eastern country



TYPICAL WESTERN CEDAR GROWTH, WASHINGTON.

are dark brown and very tiny. The fruit is a cone having six fertile scales, each bearing two or three winged seeds. It ripens early in autumn.

The heartwood is reddish brown, the sapwood lighter. The wood is coarse-grained, of compact structure, with conspicuous layers. It is very light, soft and brittle, is easily split and easily worked, extremely durable in contact with the soil. A cubic foot of sea-







B. VAN B. PERRINE  
FORT WAYNE, IND.

were from northern Idaho and contiguous territory, but during the past year or two some have been shipped from the Puget sound country, due to the fact that as the wood became known the poles increased in price so rapidly at the producing end that pole handlers were obliged to go further and further west for the product. The coast trees usually grow larger than pole size, however, and the majority of them are cut into lumber.

While a large number of woods are used to a greater or less extent for shingles, the market is dominated by cedar shingles, of which there are two kinds—the white cedar of the northeastern and lake states and the



TRIPLE LOAD CEDAR POLES YARDS GEO. P. BENTON & CO.  
HOPE, IDAHO

cedar of the Pacific coast. Of a total reported shingle production of 11,858,260,000 in 1906 the western cedar furnished over

three-fifths and the eastern cedar about one-tenth. Ten per cent of the shingle production consisted of cypress, while redwood and yellow pine furnished nearly seven per cent and five per cent, respectively. More cedar is used for shingles than for all other purposes combined, while with the other woods shingles are frequently a by-product of lumber manufacturing.

The triple load of cedar poles shown in the illustration was photographed in the yards of George P. Benton & Co., large handlers of this stock who ship quantities of poles to the eastern trade from Newport, Wash., via the Great Northern, and from Hope, Idaho, over the Northern Pacific, with general offices in Chicago.

## Builders of Lumber History.

NUMBER LVIII.

### B. Van B. Perrine.

(See Portrait Supplement.)

B. Van B. Perrine, or "Van" Perrine, as he is known to his many friends in the trade, was born at Kingston, N. Y., Feb. 10, 1863, of French ancestry. He was educated at a public high school in Brooklyn, where his family moved when he was very young.

Mr. Perrine's father was a lawyer, and his mother was desirous that the son follow in his footsteps. Accordingly the boy was brought up with a view to adopting the profession of law, but did not continue it long. He facetiously says, "I tried it for two years, and while feeling confident that fame awaited me at the top of the ladder came to the conclusion that it would take too long to get there; and besides, I never did like to climb. Law being distasteful to me, anyway, and feeling that the lumber business would be my fort, I hunted for a job in this line and found it with a lumber concern of New York City known as Waterhouse & Lester, starting in as office and tally boy; didn't like the 'sweeping out' much, but soon riz above that, and then things went along smoothly."

Within a reasonable time the boy became inspector and buyer. In 1886 he came West in the interest of the firm, and remained with them two years longer. He then determined that he could do much better in business for himself, and resigned with the intention of making a start alone.

Mr. Perrine entered the sawmill business first at Auburn, Ind., and was attended with success from the very start. He soon commenced to branch out, and today his enterprises include the Perrine-Armstrong Company of Ft. Wayne, Ind., the Mainland Manufacturing Company of Indianapolis, and the Fairfield Lumber Company of Lafayette. These are all stock companies conducting sawmill operations, and a unique feature of

their organization is the fact that trusted employees have been given a small working interest—an arrangement which is mutually satisfactory, in that it is a help to them financially and insures their interest and painstaking work to the employer, for they feel that part of each dollar made or lost belongs to them.

Mr. Perrine was married in Brooklyn in 1886, and has two boys and a daughter, aged five, fifteen and nineteen, respectively. He resides in Ft. Wayne, Ind., and is active in the social life of that attractive city.

With regard to his outside interests Mr. Perrine says:

"I do most everything that is good, except going to church, and very little that isn't good, if there is any chance of being found out; especially attending boxing exhibitions. Am a thirty-second degree Mason, a Shriner, a Hoo-Hoo, an Elk, and several other things not to be mentioned. Republican in national politics and locally everything except a prohibitionist. I have no outside business affiliations, except a few 'losers' which need not be mentioned; always made plenty of money in sawmills, so through bitter experience came to the conclusion some years back that I better stick to lumber, which I understood, and let the other fellows get rich in mines, steel, coal, oil, etc., which they evidently understood. Devote all my extra time, and some that is not extra, to running an auto and a launch; shooting and fishing, especially the latter. Any anecdote about me would come under the head of 'fish stories' and I don't dare to tell 'em, as nobody will believe about the big black bass I have caught."

By the above remarks it will be readily seen that Mr. Perrine is no less a wag than he is lumberman, and as far as the latter goes he is one of the very best in the country. He knows Indiana hardwoods as he

does the alphabet, and understands every phase of the lumber business, so that it is no wonder he has become a leader in the trade.

Although Mr. Perrine is convinced that he was specially "called" to the lumber business, he is possessed of a troublesome poetical spirit which now and then flames up within him and refuses to be suppressed until it has burned itself out. This spirit often finds manifestation in the humorous verses which appear from time to time in the *HARDWOOD RECORD*, and which always express the writer's unique opinions in his thoroughly unique way. "The Night Before Christmas," which appears in this issue, is particularly timely, and as amusing as its predecessors. Mr. Perrine's departure into the field of poesy is a source of glee to his lumbermen friends and provokes no end of raillery from his family.

Apropos of this, Miss Perrine, being advised that the *RECORD* was about to publish a portrait of her father, surreptitiously contributed her own private opinion of his poetical genius in the subjoined verses:

SINCE PA HAS TOOK TO POETRY.

Since Pa has took to Poetry,

Not tendin' strict to biz,

But always scratchin' off his rhymes,

Our reputation's riz.

Since Pa has got to moonin' now,

Composin' night and noon,

Folks say, the' 's a lumberman,

He was a poet born.

But since the wood is gettin' scarce,

And vinty is worse,

I really think I know just why

My Dad is writin' verse.

I have an idea up my sleeve—

That, since the lumber's nix,

Pa plans to keep his family up

With song and verse—plus grit.

Ma says that when she nixes him

And asks when Daddy's gone

The children say, "He's closed his door;

He wants to be alone."



So when he's missin' from your side  
And ain't in sight nowhere  
Just sneak into his office  
And you'll find him writin' there.  
I guess that daddy doesn't know  
That a poet, when alive,  
Feels don't appreciate hail so much  
As when he's "up and died."

And though the wrinkles haven't come  
And dad's hair's not yet gray,  
For overworkin' his dear brain  
He'll some time have to pay.  
When Peter lets him in the gate,  
The streets of gold to roam,  
His strong right arm will grasp a board  
And his brave left a "pencil."

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the Hardwood Record clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Wants Small Bread Boards.

PHILADELPHIA, Dec. 13.—Editor HARDWOOD RECORD: Could you kindly give us the names and addresses of a few good woodworking and planing mills, not too remote from Philadelphia, which have the facilities, machinery and also lumber cuttings to make small meat and cutting boards, also bread boards, etc., 4/4, 5/4, 6/4 and 8/4 oak, maple, poplar, etc.? We use a large variety of pieces cut in ovals and oblongs, and must obtain special prices from first hands.

MANUFACTURING COMPANY.

Doubtless many manufacturers have a good deal of stock which they could work up in this way, and they may have above address on application to this office.—EDITOR.

### Kiln-Dried, Planed Stock Wanted.

LONG ISLAND CITY, N. Y., Dec. 13.—Editor HARDWOOD RECORD: If you know of a mill that can supply us with kiln-dried and smoothly planed plain and quartered oak, chestnut, poplar and basswood, we would like to have the name of it. With proper connection in this line a good business could be had.

LUMBER COMPANY.

Any one wishing to make an alliance with the above concern will be put in communication with it on request.—EDITOR.

### Hickory Slats.

NEW YORK, Dec. 14.—Editor HARDWOOD RECORD: We are in the market for five to ten cars of 3/4x1 1/2-inch x 62-inch hickory sound slats, bundled fifty to the bundle, and delivered in New York. We shall be obliged if you can put us in communication with any mills that can cut these to advantage from their waste.

COMPANY.

The above is self-explanatory, and the RECORD will be glad to assist any one interested to secure this contract.—EDITOR.

### Locust Insulator Pins.

ROEBUCK, S. C., Dec. 17.—Editor HARDWOOD RECORD: I want to dispose of between 80,000 and 100,000 locust insulator pins. Can you help me out?—D. W. S.

Any letters addressed to the above correspondent, in care of the RECORD, will be cheerfully forwarded to him.—EDITOR.

### Approves Export Policy.

MEMPHIS, Dec. 13.—Editor HARDWOOD RECORD: We are just in receipt of your issue of December 10, and wish to congratulate you upon the cartoon entitled "Foreign Hardwood Trade," and also the article appearing on page 14, touching upon the evils of consigning lumber to the ports of Europe. The lumberman who is foolish enough during these times to send goods to Europe on consignment will cer-

tainly suffer great losses. Trade in Europe is as dull as it is in the United States, and there will be no improvement until money becomes cheaper in the European money centers. At the present time Great Britain has a 7 per cent bank rate and Germany 7 1/2 per cent to 8 per cent. This absolutely puts a stop to all building, and importers will not consider proposals for new contracts until money is cheaper. In a recent article the writer read from a British authority on banking, this man stated: "We should not forget that such high rates for money as we have witnessed lately must be injurious to trade, and must also bring about a reaction in business." He also goes on to say that for some time to come the borrowing public may not look for low rates, for the simple reason that there are too many borrowers having good enough security to offer, and are only waiting for a favorable opportunity to make a loan.—RUSSE & BURGESS.

### Quartered Oak.

CHICAGO, Dec. 12.—Editor HARDWOOD RECORD: I note the article in your issue of December 10, headed "Historical," and believe Henry Maley, of Edinburg, Ind., can come pretty near substantiating the fact that he is the original manufacturer of quartered oak.—ESTRABROOK-SKEELE LUMBER COMPANY, by J. H. West.

### Kiln-Dried Oak Wanted.

NEW YORK CITY, Dec. 7.—Editor HARDWOOD RECORD: Can you give me the names of a few quartered oak manufacturers who have kiln-drying facilities? I have read your advertisements, but can get no information of that character from them. I have a number of calls for kiln-dried quartered oak, but do not know where to get it.—H. C. M.

The writer of above letter has been supplied with the names of several manufacturers who kiln-dry their wood, and any others interested will be put in communication with him on request.—EDITOR.

### Who Has Dowels for Export.

NEW YORK CITY, Dec. 10.—Editor HARDWOOD RECORD: We are interested in and purchase at all times, very largely for export shipment, dowels of birch, beech, maple or similar woods, assorted sizes from 3/8 to 3/4 diameter and lengths from 18 to 36 inches. We would very much like to get in touch with all of the large manufacturers, and if you could aid us in this matter it would be appreciated.—E. & J. M.

The RECORD would be pleased to hear from any manufacturers who would like to furnish the above stock for export trade.—EDITOR.

### An Indiana Pioneer.

CINCINNATI, Dec. 16.—Editor HARDWOOD RECORD: I note your Mail Bag item in the December 10 issue asking who was the first in Indiana to quarter-saw oak, and it occurs to me that my uncle, Horace Blinn, now living in Clarks-ville, Tex., may be able to give you the information. It was early in the seventies, maybe back in '68 or '69, that he was running a mill at Daggett; later the firm was changed to Blinn & Daggett. In a recent letter from my

uncle he mentioned that his mill was the first, or one of the first, to cut quartered oak in Indiana. I am writing him today, to the above address, asking that if such are the facts, he drop you a line on the subject. It may not be possible to say positively who actually was the first—it is a good deal like the oldest Mason, etc., never satisfactorily settled.—H. K. BLINN.

### Hickory Buyers.

A Boston correspondent asks for a list of the hickory buyers of the country. He has been supplied with a considerable number, but others who would like to have their addresses filed with this buyer may do so through the RECORD.—EDITOR.

### Log Records.

WESTCHESTER, PA., Dec. 19.—Editor HARDWOOD RECORD: We want to get a book in which we can keep a record of logs in triplicate form. Anything you can tell us in regard to securing such a book will be appreciated. We would like to have the leaves of the book detachable and in handy form so that our men can use it in the woods.

Will some of our readers who have a satisfactory system of this sort kindly send us specimen leaves that we may suggest the form to above correspondent?—EDITOR.

### Wants a Woodenware Line.

RICHMOND, VA., Dec. 19.—Editor HARDWOOD RECORD: I have a large trade handling white pine boxes from the West and yellow pine boxes from this section, and am anxious to add to my business the products of a reliable woodenware factory. As secretary of the Handle Manufacturers' Association it is probable that you could give me the names of three or four woodenware manufacturers with whom I might correspond with a view to placing their product in this territory. Any courtesy you can show me will be gladly reciprocated.—F. T. C.

Any one wishing to make such an alliance should write for above address.—EDITOR.

### Is Taking No Chances.

BOSTON, Dec. 17.—Editor HARDWOOD RECORD: Provincialism is perhaps my strongest characteristic and so I shall not answer your inquiry of December 12 regarding prospective hardwood conditions. This may or may not be complimentary. I take this stand for the reason that the longer I live the more I am convinced that there is little profit in being a prophet. I like you personally, but my like for you and your business must be divorced. Yours very truly, H. D. WIGGIN.

### Novel Use of Electric Flat Irons.

It is not often that heating units from electric flat irons are put to as severe a test as in the instance given below. The problem was to replace a crank pin on the high pressure side of a 500 horsepower cross compound Russell engine. The new pin was 6 inches in diameter with a taper of 1/64 inch and had to be fitted tightly into the disk, which was 5 inches thick, with a 12-inch shaft. To expand the disk by heating it with blow torches would have taken too long, besides making a dirty and unsatisfactory job, so several heating units from General Electric 6-pound flat irons were grouped around an iron core 3 3/4 inches in diameter and placed in the 6-inch hole in the crank disk. In four hours after the current was turned on the disk had expanded sufficiently to allow the crank pin to slip in. Although the heating units were at about white heat all the time, they were not injured except that the brass tubing on two was slightly melted in one place. The heating units were replaced in the flat irons and have been in use for the last three months, one of them being in a laundry, where their active service averages forty hours each week.



# Analysis of Hardwood Conditions by Leading Minds of the Trade.

On December 12 the editor of the HARDWOOD RECORD issued the following letter to the leading hardwood manufacturers and merchants of the country:

From all sources of information I have at hand I believe the backbone of the financial scare is broken and that business, notably the hardwood lumber business—will very soon resume normal conditions. What buying has been done for two months past has been of the hand-to-mouth variety, and buyers have refrained from making large purchases, both on account of the financial stringency and in the belief that they would be able to buy lumber for less money later on. From the fact that very little price-cutting has been indulged in, and that dry hardwood stocks are very low, I believe with the resumption of demand values will be well maintained. To my mind there is every prospect that this will commence immediately after the first of January.

Apropos of the above, I want to impose on your good nature to ask that you write me *your opinion* on the hardwood situation, with the idea of publishing in the next issue of the RECORD a series of letters containing individual ideas on this subject from every prominent manufacturer and hardwood merchant in the country.

Thanking you in advance for this information, and trusting that your experience and observation will enable you to take an optimistic view of the situation, I remain,

Very sincerely yours,

HENRY H. GIBSON,  
Editor HARDWOOD RECORD.

Every one of the answers received, which are herewith presented, is pregnant with sincerity and is well worth the perusal of everybody interested in hardwood affairs. From the fact that their authors are the foremost men in their line of trade, many being closely allied with banking interests, the information and opinions contained therein can be regarded as authoritative.

Of the great number of letters printed it will be found that with only one or two exceptions the situation is viewed very optimistically. They show that the hardwood output has been decreased to the minimum, stocks have not accumulated; that little or no effort is being made to force sales; that the stocks in the hands of the jobbers and wholesale consumers are very much reduced; that the money situation is easier; that there is evidence of a plenitude of banking facilities within a very short time; that inquiries for lumber are manifestly increasing; that prices are in no wise demoralized and that there is every evidence of a fair demand immediately after January 1, which will increase as the season advances.

If any one after reading these letters is not convinced that the business demoralization induced by the recent financial flurry is at an end, and that the renaissance of normal conditions is at hand, he must be pessimistic indeed.

FORT WAYNE, IND., Dec. 13.—Editor HARDWOOD RECORD: Yours of the 12th inst. received. Your conclusion that the backbone of the financial scare is broken is correct in your correspond-

ent's opinion. I have never believed that it was more than a bank scare, as it was the banks that were hoarding money more than the people. If you have studied the latest bank statements, they will prove this statement. As I understand it, reserved cities only are required to carry the 25 per cent, outside National banks only 15 per cent. Look at their statements. If they had acted in a sane, not even to say liberal manner, the scare would have been practically over as soon as it commenced.

In talking the situation over some three or four weeks back, your correspondent made the assertion that the country would continue transacting business in spite of the banks. This refers to them as a class. I am glad to say that quite a few have been not only reasonable, but positively liberal under existing circumstances, among them our banks here in Fort Wayne, who have taken care of their customers practically the same as if there had been no financial scare.

We have not for an instant curtailed our purchases or our manufacture. We have been, and are still, in the market for such class of lumber as we handle, at present prices. As an illustration of many letters sent out from this office I am enclosing a letter of inquiry with our reply to same. As stated, this is one of many, and is a sample of how many firms try to take advantage of the situation to buy lumber cheap. The answer to this letter indicates our opinion way back in November.

We have not cut our prices a penny, and do not intend to do so, your correspondent's opinion being that lumber will advance in value rather than depreciate. We still continue to have a good fair volume of business previously booked, with a reasonable amount of new orders each week, and at the same old prices, and we expect they will continue.

We are not gambling on our opinion, as we do not consider it a gamble, but a sure business proposition that values will remain at the present level or even advance. We can honestly say that not one-half of 1 per cent of our orders were canceled; that 98 per cent of our discount cash customers cashed their bills and took advantage of their discount throughout the entire period; that every piece of commercial paper was paid promptly when presented. This record may be much better than the average, but of course we can give only our own experience.

If any of our lumbermen are looking down their nose, they should cheer up immediately.

Are we downhearted? NO!

Yours truly,

PERRINE ARMSTRONG COMPANY,  
Van B. Perrine.

CINCINNATI, OHIO, Dec. 13.—Editor HARDWOOD RECORD: Replying to your request of the 12th inst., beg to say that we find conditions materially better than they were a month or six weeks ago. Business is not as snappy as it has been, nor do we expect it to be that way the coming year. We are getting new business right along and for this time of the year it looks very encouraging and we look for a very good business next year, possibly not as good as it has been, but it looks to us as though things were going to be in a very healthy condition.

Collections with us have been very slow, but in some quarters now seem to be easing up considerably, and we believe after the first of the year will be still easier.

As far as prices are concerned, they have not weakened with us, and we can see no good reason why they should weaken.

Very truly yours,

T. B. SEASE LUMBER COMPANY,  
L. S.

CINCINNATI, OHIO, Dec. 13.—Editor HARDWOOD RECORD: We have your favor of the 12th inst., and in reply will say that our business has been much better than we expected during the past two months. All of our customers have only been buying what they actually have to have to complete unfinished work, and this has been more than we expected it would be.

We have talked to most of our customers during the last two weeks, and they all seem to think that they will be in the market for more lumber after the first of the year, but we do not think that they will buy in very large quantities, and we are inclined to think that there will not be any great demand for a very large stock, and we are afraid that some of the dealers are going to cut prices in order to get business.

We have found several cases where lumber was being offered very cheap, but we do not think that it is going to be necessary to make any great change in the prices of hardwood lumber. We think that as soon as the demand for lumber starts, that the lumber being offered at these cheap prices will be taken up in a very short time, and a few orders at a good price will help stiffen up the people that are inclined to sell their stock too cheap.

We do not think that very many of the consumers have a large stock ahead, and when they do start to running they will certainly have to buy some lumber, and cutting prices will not make them do it any quicker. We believe that we will get about all we expected for our stock when we sell it. Yours truly,

MEWBRAY & ROBINSON,  
F. W. Mowbray.

CINCINNATI, O., Dec. 12.—Editor HARDWOOD RECORD: Your favor of the 12th, asking for opinion on the hardwood situation, received. Realizing that concessions in prices do not stimulate the demand for lumber, and believing that under existing conditions it is not good policy to solicit business, we have been making no effort to procure orders, but have thankfully taken care of those which were offered us.

Our business for last and this month will fall off about 50 per cent, and we have not noticed any marked improvement in demand, nor do we anticipate any until the latter part of January. We believe that money will be easy by that time and plentiful by March 1.

There is no doubt in our mind but that there will be at least a normal demand for lumber during next year, and with the curtailment of manufacture through necessity and policy we cannot see how the supply will exceed the demand. Cost of stumpage has not depreciated, and under any conditions will not be lower than at present. Under these conditions we cannot see how values of manufactured lumber can be lower than at present.

We are so firmly convinced of this that, regardless of conditions, not one foot of our lumber will be placed upon the market at less than present prevailing prices. Yours truly,

KENTUCKY LUMBER COMPANY.

CINCINNATI, OHIO, Dec. 13.—Editor HARDWOOD RECORD: We are in receipt of your esteemed favor of the 12th inst. and note contents.

We must confess that we are undecided as to what the immediate future in the hardwood lumber business will develop. There is no denying the fact that at present and for several weeks past there has been very little lumber sold. In fact, we believe that the market is so tight that there has been very little business in



lumber and in fact, all raw materials than in manufacturing, jobbing or retail lines. While the business of the furniture factories and other consumers of lumber has perhaps fallen off to some extent, the loss of business has not been anything like as great as in those lines of trade dealing in raw materials, and the retailer has been still better situated; in fact, we believe it is generally admitted that the closer the business to the ultimate consumer, the less affected it has been by the present financial stringency.

As to the length of time it will take to return to the normal condition in the lumber business or other trades dealing in raw materials, we believe that this will be determined entirely upon whether or not this condition will extend to any degree to the ultimate consumer, the general public. Should this occur, we fear that it will take some time to return to normal conditions, but should we escape this, through the continued employment of at least a large portion of our working people, it will not be long before we are again "riding the wave of prosperity."

It seems to us that with the great increase in bank reserves and the enormous importations of gold that confidence is being gradually restored and that the catastrophe that we have suggested will be prevented. Yours truly,

JOHN DEWEER & CO.

KANSAS CITY, MO., Dec. 13.—Editor HARDWOOD RECORD: Replying to your letter of the 12th, would state that we are now getting some inquiries for furniture stock for our Gleason mill, which is refreshing, to say the least, inasmuch as the inquiries for the past thirty days have been few and far between. It seems to us as though the worst is over and that business will gradually return to normal conditions. The probabilities are that none of us will have such a trade as we have been having the past two years, but hope we shall get orders enough to get the mill started up within a short time and continue to run it as usual. Many of the manufacturers seem to want to buy material for much less than cost of manufacture. It does not seem possible that this state of affairs could exist for any length of time. Yours truly,

BECKMAN LUMBER COMPANY.

T. H. Beekman, President.

COLUMBUS, OHIO, Dec. 13.—Editor HARDWOOD RECORD: We note your favor of the 12th inst. and inquiry as to the hardwood conditions from the point of our observation.

It occurs to us that on account of the light buying on the part of the hardwood consumers, the curtailed output, and the manufacturer and wholesale dealer having been able to maintain their prices on the basis of what they have been generally throughout the year and through the stringency in the money market, when the buyer comes into the market for stock, the supply will be found very much below the actual demand and present prices will not only be maintained but will be advanced above what they were six months ago.

The manufacturer or dealer that holds on to his stock will be the one that will reap the benefit, and by the first of March or earlier the consumer that has not supplied himself will not be able to secure the stock to keep his factory going, except in small quantities and from people who have been wise as to conditions and are holding for still higher figures.

Money matters here have been restored to about normal conditions, with the possible exception of a closer scrutiny of securities.

We look for about the same volume of business for 1908 as that of 1907 and find that we are not alone in this opinion. On the other hand, we have had opinions expressed that were pessimistic, but upon investigation find them due wholly to local conditions. Very truly yours,

M. A. HAYWARD & SONS.

CAIRO, ILL., Dec. 13.—Editor HARDWOOD RECORD: We have your favor of the 12th and replying will say that it is our impression that business will resume its normal conditions as soon as financial matters reasonably adjust themselves.

We are in touch with a large number of mill men, who, with very few exceptions, have resolved to shut down rather than cut their timber at reduced prices, and it is our opinion that this curtailing of production will in a large degree hold prices on a level when the demand sets in again. Yours truly,

DUNBAR MILL & LUMBER COMPANY.

J. Waldschmidt.

EAST CHICAGO, IND., Dec. 13.—Editor HARDWOOD RECORD: We are in receipt of your favor of the 12th asking for information regarding the hardwood lumber business. Now, as we handle and manufacture walnut only, we do not believe we are in a position to give you any information regarding the general hardwood lumber market. So far as the walnut market is concerned the demand is not as good as we would like to see it, and it has been very quiet with us for the past few months, but we are in hopes it may pick up.

Yours respectfully,

LESLIE, PROUTY & ABBOTT COMPANY.

CHICAGO, Dec. 13.—Editor HARDWOOD RECORD: Referring to your favor of the 12th, the first paragraph of your inquiry covers the situation better than we can express it ourselves.

Yours very truly,

ESTABROOK SKEELE LUMBER COMPANY.

T. S. Estabrook.

CHICAGO, ILL., Dec. 13.—Editor HARDWOOD RECORD: We have your request for our views on the hardwood situation. Replying, we will say that the conditions during the past sixty days have been so unusual that I do not believe we could give you anything that would be of any value to your readers.

During the past we have been operating three saw mills and a factory. When the panic arrived we immediately closed down two of our mills, reduced our factory force to about one-third, therefore reducing our output at least 60 per cent. A very large per cent of the mills with whom we do business are either closed down or running with a very small force, and it is our opinion that the production of hardwood during the months of November and December will be decreased at least 50 per cent. Whether or not these mills remain closed after January 1 depends on the extent of improvement in business conditions.

It is our opinion that the worst of the financial trouble is behind us and that we may expect improved conditions from this time on, and if they should improve to an extent that would justify the factories in starting up on full time shortly after the first of the year, there will surely be some scarce items in the hardwood line during the months of March, April and May. We have sold very little lumber during the last thirty days, but what we have sold has been at full price, and we are not yet ready to cut prices, and I do not believe it will be necessary to do so. Yours very truly,

J. S. HOUSTON & CO.,

J. S. H.

PITTSBURG, PA., Dec. 11.—Editor HARDWOOD RECORD: I am in hopes that your prediction of cheap money after January will be fully realized. All of us were not so fortunate in holding up our banks, as you state you were in Chicago, but it does look to me as though things ought to be very much better after the first of the year. While I think we will have a pretty good year in 1908, I think it will be on the basis of very conservative buying, much more so than for several years past. I find people figuring on carrying less stock for next year, buying in small quantities just as they need the stock.

Curtailing the output of hardwoods as well as the soft woods will have a good effect on this kind of trade. I heard a man make the remark a few days ago that until recently he had never had time to read the lumber papers, and the thought struck me at the time that during a period like this the good, sound logic in lumber papers generally has its effect on a large number of people. With kind regards, I am, yours truly,

JOSEPH J. LINEHAN.

ST. LOUIS, MO., Dec. 13.—Editor HARDWOOD RECORD: Your letter of 12th received. The writer is a natural born optimist, but at present is somewhat at sea as to the date of the revival of business, which we believe depends largely on the date of the resumption of the payment of cash by the banks. It is, however, our opinion that there will not be much revival of trade during January and that prices in general will range lower than during the present year, or even those prevailing at present.

Respectfully,

THE PONSACK LUMBER COMPANY.

L. N. L.

GRAND RAPIDS, MICH., Dec. 13.—Editor HARDWOOD RECORD: In reply to your favor of the 12th, we wish to say that while we do not fear any great slump in prices, we must admit that there is a tendency on the part of the consumers of all kinds of hardwood lumber to be very conservative in their requirements, and while stocks of hardwood lumber are somewhat broken, there is still a large amount of dry lumber being offered. Our next year's business will depend largely on the January furniture sales.

Yours truly,

DUDLEY LUMBER COMPANY.

EVANSVILLE, IND., Dec. 13.—Editor HARDWOOD RECORD: Replying to your favor of the 12th, would say that the lumber stocks in our town, in plain red and white oak, quartered red and white oak, ash, hickory and all hardwoods are very light, there being scarcely any stock at all as long as six months on sticks.

We believe that after January 1 there will be a fair demand for lumber, at about the old prices, as there has been very little or no price cutting in our section. Very truly yours,

MAY BROS.,

Frank May.

ST. LOUIS, MO., Dec. 13.—Editor HARDWOOD RECORD: In answer to yours of the 12th would say that from present indications we believe the financial scare is fast drawing to a close. Money seems to be loosening up in the country and our collections are fair. Of course by this we do not mean that they are up to what they should be. A great many of our customers who have the money are keeping it in preference to sending it in.

Quite a number of traveling men made trips during the last thirty days, but their efforts have been in vain. They have sent in very few orders. We think most of the traveling men are in St. Louis at the present time.

Most of the large manufacturers in the South and the dealers in the city are not making any effort to push business. We do not believe lumber will go any lower. All reports we get from the South are to the effect that the mills are nearly all shut down, logging operations have ceased and it will not be very long until dry lumber will be wanted.

Manufacturing plants have run steady and have cut up large portions of their stock, which must be replenished during the spring months.

We are under the impression that the total number of feet of hardwoods held by the dealers in St. Louis is about normal. As a rule there is between 80,000,000 and 100,000,000 feet carried here in the yards, and we do not believe stocks are very much less than under ordinary circumstances. Reports show that last month there was a gain in receipts over last



year of nearly 2,300 cars. There has been quite a lot of lumber thrown on the market by people who have to have money. This condition of affairs is fast disappearing and there is very little stock offered at cut prices.

Our firm is carrying in St. Louis about 7,000,000 feet of hardwoods and 2,500,000 feet at mill points. We are not adding anything to this stock, as we are shipping out about as fast as we are getting it in. We have only one small mill cutting ash for us at the present time. We have no contracts for lumber except one for quartered white oak. We find quartered oak, both red and white, common and better, scarce and holding its own in price.

We believe if the lumbermen hold up and do not push their lumber on to an unwilling market, the prices will remain where they are and on a good many items will advance during the spring months. Yours respectfully,

STEELE & HIBBARD LUMBER COMPANY,  
G. E. Hibbard.

GRAND RAPIDS, WIS., Dec. 13.—Editor HARDWOOD RECORD: Your favor of the 12th received. We believe the disposition of the hardwood lumbermen throughout the state is to be conservative, and the result will be that production will be at least thirty per cent lower than last year. Most of the season's stocks were less than the average in the hands of manufacturers and practically no accumulation in the hands of consumers. The needs of the country are so great that nothing can prevent a strong demand asserting itself next season for lumber. The country generally is prosperous and this demand will surely develop before long with the prospects of an early restoration of confidence which is already being felt. It seems that the financial conditions will be nearly normal by next spring. Therefore, we look for a natural betterment from now on and a good, healthy activity in all business by next spring. Lumbermen are going to do cheaper logging this year than for some years past. This will offset some of the unfavorable conditions that now prevail.

Yours truly,

ARLEN HARDWOOD LUMBER COMPANY,  
E. P. Arpin.

MARINETTE, WIS., Dec. 13.—Editor HARDWOOD RECORD: Replying to your letter of the 12th inst. would say that we lack the temerity to go on record as to the immediate future of the hardwood market. We know that there will be a strong demand at good prices some time, and as this ultimate condition is a certainty and the immediate future problematical, to say the least, we figure that our hardwood is worth relatively more on the stump than it is in the pile. Yours truly,

SAWYER-GOODMAN COMPANY,  
Charles A. Goodman, Secretary.

RHINELANDER, WIS., Dec. 13.—Editor HARDWOOD RECORD: The state of the hardwood business in Wisconsin is about as follows, as far as comes under my observation: The mills that manufacture hardwood are pretty well stocked now with dry lumber. To be sure, it is sold to some jobber, but it is on hand and the mill men can see it every day. This is making them cut down their output for this winter, and logging is not going to be over one-half the usual amount. There will not be as much bidding against each other among the jobbers this winter, and prices for bulk stocks are likely to be a little lower than they were a year ago. Many of the jobbers have enough stock now to last them six months or more and do not feel like making any haste to contract for more, as they think there will be enough lumber for everybody when they get ready to buy.

As far as present trade is concerned, there is none to speak of. This is the duller December we have had for years. An occasional order comes in for something that is badly wanted, generally the order comes by wire. As

some of the big jobbers are slashing prices to move stocks, there is no use of our getting into the race with them. It is better to let them sell and get rid of their stocks and then prices will be better maintained. As a general rule, however, prices have not suffered any slump worth mentioning, not any more than might happen even in the busy season. As most of our lumbermen feel that there is no use of crowding lumber onto an unwilling market, and as they feel that January 15 will be soon enough to look for any improvement in trade, they are not forcing matters at all.

It is my opinion that there will be a much better state of affairs after the holidays have passed. I do not think, as so many of the newspapers do, that this flurry is due to a few banks failing in New York, as the causes for a general cessation of business are deeper than that. It is the fact that we are doing business on highly inflated values. The stock market has squeezed the inflation out of their business, but, generally speaking, there has been no squeeze on other lines of trade, and we must expect that such a change will take place in lumber as well as in all other lines. Labor is the base of it all and must suffer a decline, as it has already suffered in the last few weeks, and when it becomes possible for an employer to get a dollar's worth of labor for a dollar, then business will resume its wonted course. I do not refer so much to the advanced rate of wages, but to the fact that an employer gets only about half the usual amount out of a man. When you advance a laboring man's wages he thinks he is better than he was before and not obliged to do as much work.

Perhaps you will not agree with me, and with what I have said, and perhaps it is not such information as you require, but it is pretty near the truth as far as the amount of stock on hand, the price cutting and the jobbers having heavy loads on their hands now.

Yours truly, C. P. Crosby.

CLEVELAND, OHIO, Dec. 13.—Editor HARDWOOD RECORD: Answering your letter of Dec. 12: The volume of inquiries we have been receiving during the past two weeks would indicate that the demand for hardwoods is going to be good from now on. While a good many factories have large stocks, they have not been buying to any extent during the last six or eight weeks, and these stocks have been reduced to some extent, so that we look for a good trade after the first of the year.

Our mill has been running right along but will shut down for the holidays and will resume right after the first of the year. We probably have on hand 4,000,000 feet of dry stock, which is a little less than we had a year ago.

Yours truly,

W. A. Cool & Son,  
Per E. L. French

CINCINNATI, OHIO, Dec. 13.—Editor HARDWOOD RECORD: Referring to yours of the 12th inst.:

In our opinion the worst of the financial scare is past, and after all it seems to us that it was more a case of stage fright than a condition warranted from any other cause.

What has seemed to be a disaster, in our opinion, will prove to be a blessing in disguise, for the reason that it will afford the manufacturer an opportunity to clean up and reduce the costs of manufacturing in a manner that had been impossible with conditions that have existed for the past two or three years.

We have enjoyed quite a volume of business in all departments, possibly for the reason that our stocks have been very complete, and we are booking many orders for delivery along the fore part of the coming year. We have not found very much price cutting in poplar or other hardwoods, with the possible exception of a slight concession in oak.

The production of hardwoods has no doubt

been reduced sixty to seventy-five per cent. The consumption, in our opinion, has not decreased anywhere near this percentage, nor has the selling volume decreased a similar amount.

With even a normal demand the fore part of the coming year available dry stocks which are now held would very soon be exhausted, with comparatively light stock at producing points to draw from; consequently we see no reason why any lumber should be sacrificed.

With the return of confidence, which is gradually coming, a resumption of operation will necessarily follow, and in our opinion by the middle of January you will find the buyers in the market instead of the sellers.

Yours respectfully,

THE M. E. LUBIN LUMBER COMPANY,

Per W. J. Eckman, Secretary.

LOUISVILLE, KY., Dec. 13.—Editor HARDWOOD RECORD: Replying to your favor of the 12th inst., we beg to say that we think that our opinion in regard to the hardwood situation would not be of much value. We do very little in hardwood lumber, and when such conditions of business arise as at present we simply make no efforts to sell lumber until the trouble has passed by, as we are not disposed to cut prices for the purpose of making a sale. There is no doubt but what the lumber business at the present time has dropped to practically nothing and that prices have been reduced in some places; usually, however, because the holders of lumber have not been in the financial condition to enable them to retain the stock and have, therefore, been forced to reduce prices in order to raise money for maturing obligations. This seems to us to be the entire situation.

We agree with you in the opinion that business will resume its normal condition next month, but perhaps not before the middle of that month.

Yours truly,

THE LOUISVILLE VENEER MILLS,  
by D. E. Kline.

BAY CITY, MICH., Dec. 13.—Editor HARDWOOD RECORD: In reply to yours of the 12th, will state we believe the outlook for the hardwood lumber industry in this state to be good. The Michigan Hardwood Manufacturers' Association report of October 1 shows a shortage in all the various kinds of Michigan hardwoods compared with October 1, 1906, with the exception of birch, the shortage in basswood, elm and beech being especially large. It is true that the demand for the last two months has been slight, but it is our opinion that this has been caused largely by manufacturers using up their stocks on hand rather than to buy more, and we believe the actual consumption of hardwood lumber has not been much lessened by the financial stringency through which we have been passing, while the production has been materially curtailed; therefore, we look for a good demand shortly after the first of the year, as the users will not only have to replenish their stocks, which are below the average, but will desire to assure themselves of a year's stock, and we believe they will soon be contracting for hardwood for 1908. We think the purchasing power of the people is equal to what it was a year ago, and that with easier financial conditions, which are sure to come in a short time, there will be fully as much building as there has been, and that the consumption of articles into which hardwood enters will be as great as it has been heretofore.

Yours truly,

THE KNEELAND BROTHER COMPANY,  
Charles A. Bigelow.

SEYMOUR, IND., Dec. 13.—Editor HARDWOOD RECORD: Replying to yours of the 12th, we do not look for any improvement in business until the holiday season is over. We have received during the past week more inquiries than we have for several weeks, which goes to show that there is some demand for stocks at a price. We do not think prices will be



stocks are small and good timber scarce, but rather think when reaction sets in prices of the higher grades will go up. Yours very truly,

PHILLIP & SWAIN LUMBER COMPANY.

PITTSBURG, PA., Dec. 13.—Editor HARDWOOD RECORD: The late trouble, in our minds, has been "a bankers' panic." The consumptive demands of the country are not materially less, consequently it will be necessary for dealers to replenish their stocks at an early date, which seems to be fixed in the minds of many people as shortly after the first of the year. A very slight increase in the demand will take care of the occasional stocks offered at a sacrifice. As a result, stiffer quotations will obtain. We do not look for booming conditions, but we believe that the slight hardening of prices will cause many consumers to buy more freely. We see no reason why the hardwood business should not be on a stable basis shortly after the first of the year, and continue so until after the election.

Yours very truly,  
HENDERSON LUMBER COMPANY,  
J. F. Henderson.

ST. LOUIS, MO., Dec. 13.—Editor HARDWOOD RECORD: Answering your favor of December 12th, we feel that, while the hardwood lumber business may not resume normal conditions in the immediate future, the present situation is greatly improved over that of thirty days ago. We may, therefore, be excused for feeling somewhat optimistic with regard to the situation for 1908.

Notwithstanding the recent reversal in business conditions, we find, upon the whole, that our shipments for the current year will exceed by fully 10 per cent those of 1906; our stock of lumber is considerably less and, as the cost of manufacture has steadily increased, we do not feel inclined to sacrifice any of the hardwoods which we have accumulated.

Certainly, if other manufacturers of hardwoods feel as we do, nothing but an absolute lack of demand can keep us all from doing a good, if not normal, business next year. Yours truly,

GARETSON-GREASON LUMBER COMPANY,  
J. S. Garetson, President.

PHILADELPHIA, Dec. 14.—Editor HARDWOOD RECORD: We are in receipt of your esteemed favor of December 12. We would say that our stock of hardwood is well balanced, considering the condition of trade, and we have so much confidence in the future values of hardwood that we have not been attempting to meet some of the quotations of which we have heard. We believe that as confidence returns to the people and trade conditions resume their normal aspect, which they are bound to do after the opening of the new year, the demand for stocks will be such as to sustain the proper values of hardwood. Considering the natural requirements of the building trade and the manufacturing trade of this country for hardwoods, we are firmly convinced that the prices at which hardwoods have been selling during the past year have not been too high in any sense; in fact, some of them have been, if anything, too low. When it is considered that in 1899 the product of the entire United States in oak was about 4,500,000,000 feet and in 1906 this output was reduced to about 2,800,000,000 feet, and that in 1899 the production of poplar was about 1,100,000,000 feet and that in 1906 it was reduced to about 700,000,000 feet, and in 1907 there was less produced than in 1906, this is certainly evidence that the supply of hardwoods is being reduced. It is a well known fact that Ohio and Indiana, which were only a short time ago centers of the hardwood industry, have been so depleted of hardwoods that they have ceased to be an important factor, and therefore two states that formerly were large producers of hardwoods are no longer extensively cutting hardwoods, but the real production of hardwoods to any extent has gradually narrowed down to Michigan and Wisconsin in the Northwest and Mississippi and

some sections of states in the lower Mississippi valley and those states identified with the lower Appalachian range of mountains. It therefore becomes very evident to anyone who will go into a close study of the matter that hardwood stumpage is sure to be property that will have very increased value, and on that account any manufacturer of hardwood who is able to carry his timber is not justified in sacrificing it and selling it at low prices. Respectfully,

WISTAR, UNDERHILL & CO.

MEMPHIS, TENN., Dec. 14.—Editor HARDWOOD RECORD: Yours of the 12th at hand. You ask for our opinion as to what the near future will be in the hardwood lumber line. When this financial scare came on we suppose there was close to 90 per cent of the mills in this district shut down. We believe these mills produced 70 per cent of the lumber produced in this district. The majority of these mills, when they shut down, did so expecting not to start up before the first of the year. From conversations with a good many of the millmen, we find out that very few of them will start now before spring. On top of this, from now on we can only expect bad weather for logging until late in the spring.

The past summer and fall has been the best season for logging and sawmilling in the past four years, and there is no doubt it brought out a large amount of lumber and logs. Yet with all of this the stocks are not normal, and we know of no one that has large stocks of good lumber. The lumber was sold about as fast as it was produced.

On account of this financial scare there has been a great deal of lumber exported in the past six weeks, and as a rule this lumber that was exported has been of the best grades. We do not expect any big trade the coming year, but unless we have a dry open spring and summer, we believe the demand will be bigger than the supply of the better grades of lumber. This being the case, we do not see much chance for low prices in the spring, and believe that good hardwoods will hold their own. In the past six weeks there have been some very low offers of lumber, with very few takers, and we think there is no use in making cut prices under the present circumstances.

We expect to see lower prices for the lower grades of lumber for a few months, but on the better grades we see no reason why every dealer and manufacturer should not realize their price.

Yours truly,  
GOODLANDER-ROBERTSON LUMBER COMPANY.

PITTSBURG, PA., Dec. 14.—Editor HARDWOOD RECORD: We are in receipt of yours of the 12th, and note contents of same carefully. We agree with you to a certain extent in your remarks, and trust that the argument advanced by you may be fully realized. Yours truly,

THE NICOLA LUMBER COMPANY,  
T. M. Bettinger, Secretary.

CINCINNATI, OHIO, Dec. 14.—Editor HARDWOOD RECORD: Replying to your favor of the 12th inst., we beg to say that while we feel that there will be a considerable change for the better in business after the first of the year, yet we do not think it will be anything like it has been in the past two or three years. We honestly believe that it is going to take some time for business to recover itself, notwithstanding the fact that our banker friends tell us that everything is all right now. Business is going to be done on a much more conservative basis from the banker down to the manufacturer, and one very bad feature of the case is that so many of the laboring class are at present out of employment. We find that consumers of lumber have a very fair stock of lumber on hand, and with but few orders, and, as we see it, they will be very conservative in their buying for the next six months.

Yours truly,  
DUHLMEIER BROTHERS,  
W. F. Duhlmeier.

NEW YORK, N. Y., Dec. 14.—Editor HARDWOOD RECORD: I have your favor of the 12th.

The hardwood situation is simply rotten over here, and I believe on account of the rottenness uncovered recently in two or three different groups of alleged high financiers, that we are affected more than any other part of the country. No one seems to be able to give any reason why there is nothing doing at the present time in the hardwood business. I am in hopes that the situation will clear up after the first of the year. I believe that the hardwood business will be much better in sixty days from now than it is at the present time, and there is certainly lots of room for improvement. Yours very truly,

SAM E. BARR.

BALTIMORE, MD., Dec. 14.—Editor HARDWOOD RECORD: Replying to your letter of the 12th inst., we would say that in our opinion the hardwood lumber business is in a very strong position and we think that the trade at large recognizes that this is the case. The fact that 75 per cent of the smaller mills and a large percentage of the larger mills have been shut down, means in our opinion that the manufacture of hardwood lumber during the past fall season is not more than one-third of what it was this time last year, and as the mills continue to shut down the production during this winter will be practically nothing, almost all the stock for delivery to the trade between now and the first of next April is already at the railroad. This means a very short supply, and even if the demand is less than normal, the market should retain its present position.

We especially note your article on the export business in your issue of the 10th inst. Your article is very timely and will be of interest to all concerned to prevent indiscriminate consigning of lumber during the present conditions, as this will meet with the result of enormous losses to the shippers.

Anticipating the attention that will be turned to the export business on account of the dullness in this country, the steamship companies have advanced the freight rates from Norfolk and Baltimore at an average of 3 cents per hundred pounds, and in addition to this, we find a heavy slump in prices abroad, and all our export brokers are advising us of the immense number of consigned shipments that are arriving.

It looks as though things were getting in good shape for an "American slaughter" by our foreign cousins, and when it comes to a good first-class job of slaughter, our foreign cousins hold all records.

We personally are shipping only on orders, of which we are getting very few at the present time. Where we anticipate the improvement is in our domestic business, as noted above.

We think that by your laying such articles as yours of the 10th inst. before your readers and the hardwood public, you will be doing the whole trade a distinct benefit. Yours truly,

RICHARD P. BAER & CO.

MEMPHIS, TENN., Dec. 14.—Editor HARDWOOD RECORD: Replying to your letter of the 12th, asking for our opinion on the hardwood situation, we wish to say that, from the number of inquiries and some few orders we have received the past week, we feel very much encouraged over future prospects. I think that the few hardwood people who have been offering stock at very low prices recently will regret it before the first of February. In my opinion, very few of the large consumers have any amount of stock ahead and are only buying from hand to mouth until after January 1, when they expect conditions to become more settled and, while I do not anticipate the demand for lumber that there was last year, I believe that those who wait too long to buy will find very little dry lumber in stock and prices higher, as nearly all of the large mills have curtailed their output and most of the small ones have been forced to shut down,



and I do not believe there is any more stock on hand in the yards than there was a year ago this time. We are running our mill every day and we are not making any big concessions in price to move what stock we have. We will hold ours and wait for the business that we feel sure will come a little later. Yours very truly,

THE STONE & HEYSER LUMBER COMPANY.

W. E. Heyser.

MEMPHIS, TENN., Dec. 14.—Editor HARDWOOD RECORD: Replying to your favor of the 12th, asking for my opinion as to the immediate future of the lumber business, would say that I consider things look very blue. From what I know of conditions in Arkansas and Mississippi, stocks are very heavy, especially gum, and this wood is being offered at any old price. Other hardwoods are more firm, but the pressure to sell is very great and anyone with the actual cash, I feel sure, could take a trip through the lumber producing territory and buy many great bargains.

As to the future, none of us will know what this will be. It all depends upon the financial condition and restoration of confidence, but personally I do not look for any good business in the near future in the lumber line.

There is no incentive at present to sell lumber for home consumption, as settlements are exceedingly slow and difficult. The foreign demand is very poor and prices low, and, taking everything into consideration, I cannot take a very optimistic view of the situation as to the near future.

Yours truly,

G. A. FAISER.

CADILLAC, MICH., Dec. 14.—Editor HARDWOOD RECORD: Your favor of the 12th inst. at hand. The condition of the lumber market the past two months has, in my opinion, been an unnatural one.

Prices apparently have had but little to do with the refusal of consumers to purchase. Buyers have been conservative in orders, owing to tightness of the money market and a dislike to incur more liability than absolutely necessary.

In a number of letters received by me parties have stated that they would not buy until after the first of the year. For this reason and that less lumber is being manufactured, I look forward to an improvement then. This is already shown financially.

Yours truly,

J. S. GOLDIE.

GRAND RAPIDS, MICH., Dec. 14.—Editor HARDWOOD RECORD: Replying to your esteemed favor of December 12, it is our belief that the backbone of the financial stringency is about broken and that business will resume its normal condition shortly after the holidays. Stocks are low with the majority of manufacturers, as for the past sixty days they have been working only from hand to mouth and buying only what was absolutely necessary.

We have not noticed in our line of business, which is veneers, that there has been any tendency to lower prices below what they were prior to the financial stringency. All the veneer men that I have been in contact with realize that the supply of available timber in all kinds of domestic woods is limited and that the prices have been reasonable and therefore are not inclined to reduce prices, and the mills that I am in touch with would rather shut down temporarily than to slaughter prices.

I have before me a letter from one of my mills, written in reply to a letter which I wrote them, in which they say: "We are in receipt of yours of the 16th ult., and note what you have to say regarding the condition of business in your territory. It seems to be the general situation all over the country and, as we wrote you, we would rather shut our mills down than take orders that would not insure us a living profit. Good veneer timber is entirely too scarce to butcher up and get nothing for it, and it is bound to have a value some time. While we figure that

there will not be much buying from now on until the first of the year, still, with the advances which have been made in the past three weeks in clearing up the financial trouble, we look for a resumption of business soon after the first of the year.

"While our efforts from now until the first of the year may not bring immediate results, still it is well to keep after the trade and even take business for future delivery if we can obtain orders at reasonable prices."

I have letters from several other concerns along the same lines, and the feeling among the manufacturers is that they do not propose to slaughter prices. This applies to the veneer business, and I presume that the lumber situation is practically the same.

There is no doubt in my mind but what there is plenty of money in the country and it is gradually loosening up, and we sincerely hope that with the coming of the new year we will not be disappointed.

You are at liberty to publish any portion of this letter which you see fit.

We shall endeavor to push our business as strong, if not stronger, than before, and are getting in shape to do a much larger business for the year 1908 than for the year about to close.

Thanking you for this opportunity to express our opinion and hoping that the same will meet with your approval, I am, yours very truly,

HENRY S. HOLDEN VENEER COMPANY.

per H. S. Holden.

CAIRO, ILL., Dec. 14.—Editor HARDWOOD RECORD: Replying to your letter of December 12, regarding the financial situation, we beg to favor you with our opinion below.

As you possibly know, we are devoting most of our attention to ties, piling, bridge timber, etc., in which lines there is a greater demand for hardwood than softwoods. We have experienced during the past six weeks a very hard time, being able to secure but one order during that time, and that at a reduction of 7 cents per tie on white oak ties. The money situation in the territory has been very severe and at times we have found it difficult to secure sufficient currency to cover traveling expenses when working on old orders. The smaller towns from which we are shipping have no banking facilities and consequently tiemakers and loading crews have objected to accepting checks.

In regard to the future, it looks very much as if things will be all right the first of January. Tiemakers are holding up the prices and will not sell at less than they had been getting previous to the scare, which indicates that the general feeling in this territory is to a normal condition of affairs the first of the year. It is our opinion and hope that such will be the case and that after the holidays we will be able to secure the same assistance and cooperation from the banks that we had in the fall and that orders will be as plentiful as they were several weeks ago.

We are looking forward to a normal condition of affairs the first of the year and trust that prices will be maintained, although some of our correspondents in the city are of the opinion that when the market again opens prices will be reduced. We are taking the most optimistic view, however, and trust that the majority will do the same.

Very truly yours,

THE O. S. PRADDO LUMBER COMPANY.

BAY CITY, MICH., Dec. 14.—Editor HARDWOOD RECORD: Yours of the 12th received and contents carefully noted. We are very glad indeed to hear that the financial trouble is commencing to look brighter, and we think ourselves that the worst is over and cannot see why things should not resume their ordinary conditions.

In regard to hardwood lumber conditions today, in the future all lumber business, in our opinion, should be curtailed as much as possible—the manufacturing end of it. We ourselves are going to reduce about 35 per cent the

amount of lumbering this year, as we think that it would not take very much now to have an overproduction, and values would be lessened. We hope that other manufacturers will do likewise. In our opinion, if this matter of curtailing the output is handled carefully, the country will be in a very much better shape, and particularly the lumber business.

We think this covers our views in the matter, and remain,

Yours very truly,

W. D. YOUNG & CO.

GRAYLING, MICH., Dec. 14.—Editor HARDWOOD RECORD: Replying to your favor of the 12th, will state that I really believe, as you do, that the financial difficulty is over; at the same time, while it may be true that the bankers have got over their part of it, the business men's panic is still to come, from the fact that as the bankers have been badly scared, they will call in their loans as fast as possible, and of course that means that a good many business men who are heavy borrowers will be crowded into liquidation, which will undoubtedly cause a good deal of hardship, and will also cause an unbalanced condition in the business world.

I believe, however, that the amount of lumber on hand at the mills is comparatively small, and that, even though we have a set-back in the consuming power, there will still be no surplus lumber on hand, to crowd on the market at low figures, and that, of course, will help to keep the lumber market in a reasonably healthy condition. When we get the annual report, at the end of the year, as furnished by the lumber journals, I will be much better able to judge in regard to the general outlook than I am now; but, to say the least, I do not feel alarmed, in any sense of the word, as to the lumber business for next year.

Yours very truly,

SALLING, HANSON & Co.,

R. Hanson.

NORTH VERNON, IND., Dec. 14.—Editor HARDWOOD RECORD: In reply to yours of the 12th inst., beg to advise that we feel very well satisfied with the outlook as to business after the first of January. We find that trade is very quiet now, but the situation would not be helped any, we are sure, by cutting prices. We have had a few propositions made to us for certain blocks of stock under our quotations, but we have refused to accept such propositions, and in most instances the orders were placed with us anyhow, at our price. We feel that the supply of hardwood timber left in this country is not sufficiently large to justify any slump in prices. The standing timber seems to be in strong hands, and we have not as yet seen any holder of timber who cared to sacrifice on his holdings. We have made some sales, but of course not as much as usual at this time of the year. We have no fears as to the outcome, however, and are in a position to stand "pat," and this we expect to do. Our mill in North Vernon is running and has been right along. Our plant in Louisville, Ky., shut down in November and will remain down until after the first of January, after which we expect to start up thoroughly repaired and in good shape. We have no fears as to the final outcome and we sincerely trust that nobody will get shaky over the situation, but will be satisfied to take it easy until matters turn for the better.

Yours respectfully,

NORTH VERNON LUMBER COMPANY.

E. M. Platter, President

CHICAGO, ILL., Dec. 14.—Editor HARDWOOD RECORD: Yours of the 12th inst., requesting our opinion on the present hardwood situation, is at hand. There is no doubt but what there has been a slight slump in values of late, but not to any great extent. While we have been offered stock at surprisingly low prices, when shown the lumber have found it to be poorly manufactured, else cut from inferior logs, stock that is high at any price; while concerns, whose



product can be depended upon as to manufacture and quality of timber, are simply holding their lumber, knowing well that this slight flurry will not last long.

It is claimed that 80 per cent of the hardwood mills are shut down; judging from our experience, business has dropped off about 25 per cent. From these figures we gather that every working day there is about 55 per cent more lumber being used than is manufactured. There is only one conclusion—a strengthening of prices.

Yours very truly,

MAISEY & DEON.

CHICAGO, Dec. 13.—Editor HARDWOOD RECORD: Replying to your letter of the 12th, asking the opinion of the wholesalers in regard to the hardwood situation, would say that we feel that everything depends entirely upon the money market. If the large number of depositors who have given the banks notice of their intention to withdraw their deposits really demand the money at the end of the thirty and sixty day notices, conditions will be even worse than they have been. If, on the other hand, they have recovered from their scare and find they can get the money readily, a large percentage of them will not want it, and the money will be left with the banks and they will again soon be in a position to take care of all of the legitimate commercial business.

Nearly every buyer of lumber has felt that prices will be cheaper and has refrained from buying until after he shall have taken his annual inventory and found out where he is at. This will be done about January 1, and many will be surprised at the low condition of their stocks; and after the furniture exhibits, when they have learned what particular kinds of lumber they will need for their requirements, they will immediately begin to buy.

We feel that lumber can hardly get much lower than it is just at the present time, and that when buying begins in January the market will readily determine business, and that as conditions become normal prices will gradually advance a little, but we do not believe they will be as high as they were during spring and summer of 1907. Yours very truly,

R. A. HOOTON LUMBER COMPANY.

ASHLAND, KY., Dec. 13.—Editor HARDWOOD RECORD: Replying to your inquiry, we beg to say while our business has materially decreased during the last two months, we are expecting normal conditions early next year. In fact, we see no reason for anyone to reduce prices in order to make a sale. All the lumber possible will be consumed that is on sticks. Practically all the mills in this territory, so far as we know, are shut down and cannot manufacture at less price than they have been getting without losing money, and they think it better to keep standing timber than to cut it and sell at a lower price if that will be necessary. There will be but little manufacturing of lumber down in this territory until normal conditions prevail, and we expect that early in the season. We are all feeling that we will have no trouble in disposing of what lumber we have at prices we have been heretofore getting on higher grades, which is a little above list prices.

Yours very truly,

VANSANT, KITCHEN & CO.

BUFFALO, N. Y., Dec. 14.—Editor HARDWOOD RECORD: Have your kind favor of the 12th inst., and fully agree with you as to the present conditions, and also believe that after January 1 trade will begin to pick up somewhat, and no doubt improve gradually as we go along. Since nearly all, or all, of the mills manufacturing hardwoods have been shut down, that will prevent a surplus or overproduction of hardwoods, and this will prevent prices going down very much. There may be a few anxious ones at present who want to move some certain kinds of stock which they may have a little too much of, and for a short time prices may

go off somewhat, but not very much, as no one who has hardwoods can afford to cut prices very much. If they do, they will be doing business at a loss, which I do not think many are willing to do; and if the mills remain closed for some time, say another month or two, this will do away with the surplus or overproduction.

Trusting conditions will improve and that they may turn out in the near future fully to our expectations, and thanking you for your letter, I am,

Very truly yours,

A. MILLER.

PHILADELPHIA, PA., Dec. 14.—Editor HARDWOOD RECORD: In reference to the hardwood situation, would say that as far as the different concerns I am interested in are concerned, we have reduced our output about one-half, as we do not propose to sacrifice our stumpage.

We understand there is considerable hardwood being offered at reduced prices, but we feel that prices can be maintained, and will be, just as soon as the agitators and blatherskites get quieted down, as we can see no cause for this business depression, only from that source.

We find there is but a small percentage of hardwood offered at lower prices, and that is from the very small concerns, and that there is no accumulation of stock; in fact, on the other hand, there is a shortage in nearly all kinds of hardwood. Yours truly,

W. M. McCormick.

NEW YORK, N. Y., Dec. 14.—Editor HARDWOOD RECORD: Your letter of the 12th at hand, asking for our idea as to the future outlook of the hardwood situation in this market.

It is true, as you say, that there has been little price cutting, and that has been due partly to the fact that in many cases the reduction in price would have made no difference in effecting a sale, as the financial situation here has prevented most people from taking advantage of bargains which might be offered them.

We look to see a slight resumption in the demand for lumber the latter part of January, and a light trade for the rest of the year. To our minds, the principal menace in business will be the chance of a good many commercial failures during the first three months of the next year.

Yours truly,

INDIANA QUARTERED OAK COMPANY,  
Willard Winslow, Treasurer.

NASHVILLE, TENN., Dec. 12.—Editor HARDWOOD RECORD: Referring to yours of the 12th, asking our opinion as to the hardwood situation, will state our orders for hardwoods have fallen off considerably in the past three weeks; still, we are getting in a few orders. Our stock is not as heavy as usual for this season of the year. We don't anticipate any reduction in price, especially on poplar, ash and quartered oak. While there may be a few cars sold for less prices in order to realize by some of the smaller mills, we don't look for any general reduction, especially so from the fact that 75 per cent of the mills have closed down, and there will not be any large stock accumulated, which will have to be forced on the market in the spring.

Yours truly,

JOHN B. RANSOM & Co.,  
J. B. R.

COLUMBUS, OHIO, Dec. 14.—Editor HARDWOOD RECORD: Your favor of the 12th at hand, and we wish to commend you for sending out this letter. We believe that if more of these were sent out it would help the matter to a very great extent.

It is our opinion that, with the exception of poplar, all hardwoods will be considerably easier than they have been in the last six months. There was an abnormal condition existing, namely, that the demand very greatly exceeded the supply, and we believe that under existing conditions the market will assume a more normal tone, and that in the long run it is a good

thing for both the manufacturer and the jobber. There has been a tendency on the part of the manufacturer to sell to anyone who would pay the highest price for the stock, regardless of the financial standing of the dealer, and we believe from what we have been able to deduce from our correspondents that some of them are very sorry that they did this.

As far as poplar is concerned, if there is any demand for this stock in the spring, there is no question in our minds but what the price will advance sharply, but the extent of the demand is what is bothering us at the present time.

The bankers in this section of the country are very pessimistic, which is the greatest drawback that we have, and if they continue to talk along this line it will have a very bad effect, not only upon lumber, but everything else.

We personally believe, in view of the fact that the stocks in the hands of the retailers are low, and from the fact that there will be some business done, whatever conditions exist, that with the curtailment of the output of hardwoods there will be no great decrease in value, but that prices will not be so widely divergent, and that conditions will be very much better both for the manufacturer and the jobber.

Yours truly,

THE POWELL LUMBER COMPANY.

CRAWFORDSVILLE, IND., Dec. 14.—Editor HARDWOOD RECORD: Answering your favor of the 12th inst., we beg to say that we closed our mill one month ago, but will resume operations on the 16th inst., on short hours.

We find the business outlook slightly improved, as we have occasional inquiries, most of which indicate a desire to buy at less prices, but so far we have refused lower prices and expect to continue to do so, believing that it would be better for millmen generally to curtail output than to accept reduced prices at this time. Trusting this answers your inquiry satisfactorily, we remain, very truly yours,

MONTGOMERY HARDWOOD LUMBER COMPANY,

N. M. Scholler, Treasurer.

NEW YORK, N. Y., Dec. 14.—Editor HARDWOOD RECORD: We are in receipt of your favor of the 12th inst., and all noted. In regard to the hardwood situation as it appears to us, would state that we have received letters from our buyers and also mill connections in different sections, and they all state that from 60 to 75 per cent of the mills are closing down for the next three or four months. On the other hand, consumers are using up stocks on hand and buying very little at the present time.

With this condition at both the producing and consuming ends, it seems logical to presume that when business starts up stocks will be low and prices fully as high or higher than before.

Yours very truly,

HAMILTON E. SALMON & Co.,  
Ralph H. Sumner, Manager.

NICHOLASVILLE, KY., Dec. 14.—Editor HARDWOOD RECORD: Referring to your communication of the 12th inst., October and November were the best months we had this year and, with the exception of two or three cars, was all new business, or sales made during those months. Collections have also been good.

Expansion in some lines has been too rapid, but the brakes have been applied in good time—the lessons learned from recent investigations, the exposures of corruption have been as beneficial as the removal of a cancer.

With the underlying prosperity of the country and the commercial, industrial and banking situation on a firmer and better foundation today than it ever was, we have never taken anything but an optimistic view of the present situation.

Don't talk panic; don't think panic!

Yours very truly,

THE ROY LUMBER COMPANY,  
G. A. Roy, President.



CINCINNATI, OHIO, Dec. 14.—Editor HARDWOOD RECORD: Your kind favor of the 12th inst. received. While the backbone of the financial scare is broken, the effects of it will be felt for a long time. The conditions that have prevailed in the country are of a character that the banks have loaned money to people that they had no business to encourage. When times like these come that class of people cannot pay, because they cannot realize. They borrow because they can and they pay after their living, which in many instances is extravagant, and the banks get the balance, if any, profit. Investments of that class of people have been too frequent and it has brought about in this and various ways the present condition of affairs. Many people who have discounted their bills have done so because they could borrow the money cheaper from the banks and discount their bills, leaving something in their favor after such was done, and many of that class will have to buy on paper. From the fact that stocks are low and mills shutting down, that seems to be an argument that prices will hold good.

My candid judgment is most kinds of lumber will go lower, and I believe it will be generally felt along the line, and we had just as well get ready for it as to jolly ourselves that it is not going to come. Suppose the mills are not manufacturing. They would manufacture if they had the money to do it with, and when the demand comes for the stock on hand it will be replenished immediately as soon as sales are made and the money goes into circulation in the normal way. We are satisfied there will be plenty of money in the country, but the banks are going to be much more stringent in their loans than they have been heretofore, as they have felt the result of promiscuous loans. Yours truly,

BENNETT & WITTE.

CHATTANOOGA, TENN., Dec. 14.—Editor HARDWOOD RECORD: There is evidently an improvement in the general outlook, but the process of readjusting financial and business conditions, in our opinion, will be gradual. In the lumber line many mills are shut down, which will necessarily decrease the output, and then, on the other hand, many factories and large consumers are closed, which will correspondingly reduce consumption. It is hardly reasonable to suppose that a condition of depression will last very long. Our opinion is that soon after the first of January factories that have closed down will begin to resume operations. If this process goes on, necessarily it will increase the demand for lumber products. Rates for money now are high.

If the manufacturing interests of the country should be running on short time and reduced forces, the demand for money will necessarily be correspondingly reduced, and as a result interest rates will go down. What is needed now is a general condition of confidence between the producer and consumer, between the borrower and lender, and between the employer and employee.

By the middle of 1908 we look to see active business in practically all lines.

Yours very truly,

THE LOOMIS & HART MANUFACTURING COMPANY,  
A. J. Gahagan, Treasurer.

BRISTOL, TENN., Dec. 14.—Editor HARDWOOD RECORD: We have your favor of the 12th inst. relative to information concerning the hardwood situation in this vicinity.

In reply would say we are carrying about the same amount of hardwood as we had on hand a year ago. We have had a very good business up to the present month, but December's trade has been rather quiet. However, the lumbermen in this part of the country all feel very hopeful of the future, and at present no one is anxious to push business, as they all feel that conditions are going to improve after the first of the year and that there will be at least a normal demand for the stock on hand.

In our case, if we had a normal demand, we would soon be able to clean up all the hardwood

we have, and with an ordinary demand in about two months our stock would be disposed of.

Small mills in this part of the country are about all shut down, and also the large ones with a few exceptions.

We believe the manufacturers have taken hold of the thing in the proper way, and the prompt curtailment of the output will have a healthy effect.

We think that the prices have about reached the bottom and we look for better prices before spring.

We think that the banks hold the key to the situation, and as soon as they loosen up and discount commercial paper the buying will begin.

The banks in this part of the country all claim to have more money than they ever had before, and as the financial situation has so much improved we think after the first of the year they will be looking for business again.

Very few people are making sacrifices to move their stock, as they figure that the reduced output will more than equal any reduced demand.

Very truly yours,

PAUL W. FLECK LUMBER COMPANY,  
George W. Peter, Secretary.

CAIRO, ILL., Dec. 14.—Editor HARDWOOD RECORD: In answer to yours of the 12th, we take pleasure in giving you any information we can regarding the hardwood situation in our district, which is as follows:

Business has been very quiet with us for the past sixty days, yet we are receiving a few new orders, and shipping some on our old orders. We have a very good stock of lumber on hand, but are not pushing it on the market at a sacrifice, as we fail to see any need of it. The supply of good hardwoods is becoming very scarce and there will be a demand for all in sight before new stock comes in.

We have had the mills which were operating for us shut down, sixty days ago, and we are in touch with a number of others throughout the South which have done the same, and it is our opinion that the cut of hardwoods have been curtailed at least 75 per cent in the past ninety days, and this is the season of the year most of the milling is done in the South, which means higher prices for lumber in early spring. We cannot help but take an optimistic view of the situation.

Yours truly,

E. D. MATTHEWS LUMBER COMPANY.

DETROIT, MICH., Dec. 17.—Editor HARDWOOD RECORD: What sales of hardwood lumber have been made in this section during November and December have unquestionably been on a considerably lower basis than that which prevailed earlier in the year. The cut in prices has, we think, averaged about 10 per cent. Such sales, however, were practically all forced, and do not fairly represent the market. The stronger firms, both manufacturers and jobbers, have made and are making no considerable price concessions, so far as we know. Well-manufactured and honestly-graded hardwood lumber is still mighty good property.

We are sorry to note that the large mills at Bay City and on the Mackinaw division of the Michigan Central railroad are not curtailing their cut to any appreciable extent. This, in our judgment, may seriously injure the market in this section, as regards the more plentiful woods. Sensible lumbermen do not merely think—they know—that the 1908 trade will be less in volume than that of 1906 or 1907. Reasonable curtailment of product will keep the market right side up. And the curtailment should not all be left to one's neighbors. Each should do his share.

THE BROWNLEE-KELLY COMPANY.

NASHVILLE, TENN., Dec. 17.—Editor HARDWOOD RECORD: We have your favor of the 12th asking for our opinion as to the future of the hardwood lumber business in this territory. At present we are not doing very much business,

from the fact that the buyers seem to have gotten the idea that prices on hardwood lumber would be slightly lower later on. For the following reasons we think they are making a very grave mistake in not buying at least sufficient for the current necessities at the present prices: The stock of dry hardwood lumber is at least 30 per cent less than at the corresponding period of 1906, and from 70 to 80 per cent of all the mills in the territory have been closed down for more than thirty days, and the mills that are running, as a rule, are running on short time and with light crews, and only doing that amount of work that is necessary to take care of logging contracts that have already been made. It is hardly probable that many of the mills will resume operations before late in the spring, and allowing four months for air drying the lumber the production of these mills will not come on the market before midsummer at least. If there should be even a moderate demand for lumber the dry stocks on hand and available will be exhausted before this new supply of stock is ready for shipment. For this reason we are firmly of the opinion that prices will at least be maintained, if not advanced. Summing the whole matter up, we are of the opinion that there will be a resumption of business soon after the first of the year in all lines of lumber sufficient to take care of all the stocks available. There has been very little actual price cutting so far, and this has been confined entirely to small lots of stock held by parties that were compelled to realize on same, regardless of profit. There has been no disposition on the part of the producers that were able to hold stocks to reduce prices, especially in view of the fact that prices on lumber have never reached the high level of other products.

Yours truly,

THE DAVIDSON-BENEDICT COMPANY.

NORFOLK, VA., Dec. 16.—Editor HARDWOOD RECORD: In reply to your favor of the 12th beg to state that in our opinion the hardwood business will materially improve after the 1st of January, 1908, as the financial condition of the country has very much improved within the last few weeks, and we look for improved conditions in the money market all over this country by the first of the year. Of course, orders for hardwoods at this time are scarce, but this is usually so at this time of the year, as nobody wants to have any more lumber to take in to their inventory than is absolutely necessary. There are no surplus stocks of first-class hardwoods anywhere, and when business begins to open up early next year we fully believe prices will be maintained and a fair volume of business transacted during the year 1908.

Yours very truly,

THE FERR. BRENNER LUMBER COMPANY,  
N. W. Brenner, President.

BALTIMORE, MD., Dec. 17.—Editor HARDWOOD RECORD: Replying to yours of the 12th instant, our trade is exclusively export in wagon oak dimension stock, coffin oak planks, coffin oak boards and wide yellow poplar lumber, also black walnut logs, yellow poplar logs and hickory logs, and as far as we can judge the foreign markets are buying at about the same price as early this year, with the exception of some shipments of undesirable lengths and sizes of wagon oak. We may say that considerable quantities of 1-inch, 1½-inch, 1½-inch and 2-inch oak have been offered to us, the greater part of it, however, from small mills, which has been of irregular quality and manufacture, and it is a well-known fact that the prices of this class of stock are much lower than they have been. We also notice that considerable of this kind of lumber has been sent abroad on consignment.

For the special lines of our trade we find that prices are high, and it is difficult to always get just what is wanted. Our letters from abroad indicate that foreign buyers are not making large purchases at this time, principally on account of the reports that have been cabled



through the American news agencies of the financial crisis and want of money on this side, which would have a tendency towards depression in prices.

We think the news as carried over has greatly exaggerated the facts, and that ere long the markets will resume their normal condition, as without doubt we find good lumber scarce and dear. Yours truly,

JOHN L. ALCOCK & CO.

ST. FRANCIS, ARK., Dec. 17.—Editor HARDWOOD RECORD: In reply to your inquiry of the 12th we will say in the hardwood lumber market we are optimists, believing the limited production of hardwood lumber will soon change the situation from a buyer's to a seller's market, and that when the change comes it will bring higher prices than obtained last October.

In this locality the cut of all the mills for October, November and December will not exceed 40 per cent of normal.

As a rule, sawmill men are not cutting prices, preferring to hold their lumber until a strong seller's market is established.

Our neighbors as well as ourselves have a good supply of logs, but many of them will remain inactive until spring or next fall, when prices will probably be 10 per cent higher than they were last October. A careful study of the law of supply and demand in the hardwood lumber world surely indicates that prices are now lower than they ever will be again. It will take no combine to boost them, as we are now facing early exhaustion of our hardwood forests.

We have spent many months hunting for timber tracts in Missouri, Arkansas, Mississippi, Louisiana and Texas, and are convinced that the government and other estimates of our standing timber are altogether too large.

We strongly commend you for your able advocacy of establishing larger forest reserves.

In our opinion the manufacturers should continue the present policy of limited production until buyers recognize the real value of hardwood lumber.

Our advice to buyers is to buy quickly and as much as you can carry, for, in spite of steadily advancing prices for years, there has been a steady decline in production with a steadily increasing demand.

Our optimistic views are supported by the facts, that during the last week we have received more inquiries than we did during the preceding month and that one buyer for a northern manufacturing plant called on us a couple of days ago hunting for 1½-inch cypress, stating that he had spent a week in southeastern Missouri and northeastern Arkansas trying to buy a few carloads at October prices and failed. Our experience of the last few days indicates an improving market. Yours truly,

THE P. & S. LUMBER COMPANY.

CRAWFORDSVILLE, IND., Dec. 13.—Editor HARDWOOD RECORD: Referring to your favor of the 12th, we do not expect to see prices go any lower but rather stiffen up a little by spring at least. Nearly all the price cutting that has been done has been by the more irresponsible parties that had to have the money and have it quick, and who have gone to firms in the trade centers and said, "Here, I know I can't get what this stock is worth, but sell it for me and do the best you can." Most of this stock is cleared up by now. What is left is mostly in the hands of the more legitimate dealers who have shown very little inclination towards price cutting. This with the fact that the production is actually curtailed at least 60 per cent—even very little logging being done—points towards firm prices and a great scarcity of dry stocks in the spring. Yours very truly,

S. BURKHOLDER LUMBER COMPANY.

GIBSON, LA., Dec. 16.—Editor HARDWOOD RECORD: Answering yours of the 12th inst. with reference to our opinion of the hardwood situation as it stands at the present writing,

will state that the present financial flurry has not interfered with us, except from the fact that collections were somewhat slow. We are still running our mill and making shipments the same as ever. Our shipments, however, are all lumber sold last spring, and at full list; therefore we have not been injured at all. Prices are off somewhat, but we are seeking no new business at these prices, nor shall we, as we cannot complete present contracts under six months.

We cannot speak for others, for we are operating independently, and are therefore not in position to state how our neighbors are affected.

Yours truly,

GIBSON CYPRESS LUMBER COMPANY, LTD.

EAST CAMBRIDGE, MASS., Dec. 17.—Editor HARDWOOD RECORD: Your favor of the 12th instant received, and in reply would say that we simply feel that the eastern market is going to be all right after the first of the year. While we have found some little cutting in prices, we have felt that this is only temporary and caused almost entirely through necessity of turning stocks to get money owing to the financial condition. We cannot see anything on a basis of stocks in hand that will cause any lasting lowering of prices, and feel that prices after the first of the year will be fully maintained on their old basis. Conditions in the East are growing stronger every day; there is a better feeling today than there was yesterday, and there will be a better feeling tomorrow than there is today. In fact, people are fast getting their courage back. The general feeling is that business is going to be done perhaps on a somewhat smaller basis, but on a healthier one than heretofore. Our stocks are fully up to our average supply and we feel that they are worth 100 cents on the dollar. Yours truly,

JOHN M. WOODS & Co.

EVANSVILLE, IND., Dec. 18.—Editor HARDWOOD RECORD: This will acknowledge receipt of your favor of 12th inst. relative to the hardwood situation, and we note with pleasure your optimistic expressions.

Will state that, while we were not in position to close down our mill owing to the heavy stock of logs on hand, we have withdrawn from the market and made no endeavor to push our sales department, from the fact that there were no orders to be had without heavy sacrifice, either in prices or special requirements.

Will state that we have business booked to move immediately after January 1, and that inquiries are heavier. It is the writer's opinion that the lumber market will suffer some reduction, but not so much as other commodities. Whenever the bankers will allow, business will resume its normal proportions, as it is not for the want of business that people are withholding their orders but the fear of the bankers' attitude toward the business man and manufacturer.

We believe that the bankers are regaining confidence in themselves and that the natural results will be shortly attained. Yours truly,

THOMPSON, THAYER & McCOWEN,  
G. O. Worland.

WASIOTO, KY., Dec. 17.—Editor HARDWOOD RECORD: Referring to your request for our views on the hardwood situation, would say that we are not very familiar with any wood except poplar. Since the crisis in New York, business seems to have dropped completely and very little poplar has been moving in this country, but recently we can see considerable increase in the number of inquiries that we are receiving and things are looking much better, especially in poplar. We have had orders enough booked to keep us busy during the trouble, but this has been largely export business. We have fully reached the conclusion that we will be able to maintain 1907 prices for poplar, or even better, not that we look for business to be so very active but on account of the growing

scarcity of the wood. We have no fears but what there will be sufficient demand to use all of the wood that will be manufactured. Of our own knowledge we know that several concerns that have heretofore been heavy handlers of poplar will not be in the market much more.

Very truly,

T. J. ASHER & SONS.

NEW YORK, N. Y., Dec. 17.—Editor HARDWOOD RECORD: You ask my opinion of the condition of the hardwood trade in the East, and say you "believe the backbone of the financial scare is broken," and business, especially the hardwood business, will very soon resume normal conditions." I wish, Brother Gibson, I could think so. I have in the last sixty days been in eight different states and observed much of the condition of the lumber trade.

From the sawmill end I do not believe 60 per cent of the usual amount of hardwood lumber will be produced in the next twelve months, and I should be greatly surprised if more than 60 per cent of the usual amount of business would be done by the consumer and wholesaler during that period; i. e., I believe the supply will not be greater than the demand. It will be a "hand to mouth" trade, and the people who have dry stock will be able to dispose of it, I think, at about the prevailing prices of today.

The consumers are not complaining of the price or the quality but of lack of orders. The furniture factories are not going to use more than 50 per cent as much lumber as they used last year. The carriage, automobile, piano and other manufacturing lines are in about the same fix.

To my mind the proper thing is to limit the production as much as possible. But the sawmill man who enters the year 1909 with a good stock of dry hardwoods is going to reap a harvest, as I believe there will be a big demand at good prices.

I think the months of January and February are going to be dull and a good many of the weak brethren are going to be weeded out. This is the most crucial time of the year for payments and is considered a time when balances must be struck in all businesses.

We can hardly give lumber away today; it is not a matter of price—they simply do not want it at any price, and it is folly to put lumber on the market under such conditions. Personally I am not trying to sell any stock. If inquiries and orders come in I take them and am very thankful to get them.

Yours very truly,

C. W. MANNING.

SAGINAW, W. S., MICH., Dec. 18.—Editor HARDWOOD RECORD: Replying to your letter of December 12 would say that in the last thirty days we have been able to secure very little new business, but we have not cut prices any in order to try and obtain any, as our stocks are all good and dry and we feel as though we will have no trouble in disposing of same after the beginning of the new year, as we believe that few manufacturers are very heavily loaded up with stock, and that if they are going to continue doing business they will have to have stock to work with.

Of course, the financial stringency has affected the lumber interests as it has every other line of business, but our particular point here has been more or less favored in that respect, as we know that our banks have been able to furnish money to carry on all legitimate business, which has been a very material help to the lumber business as well as other lines of trade.

We do not know of anything more we can say in regard to this matter at this time.

Yours truly,

McCORMICK-HAY LUMBER COMPANY.

STEARNS, KY., Dec. 18.—Editor HARDWOOD RECORD: While business with us at present is slow, we know from observation in this immedi-



to distinct that the quantity of lumber in the hands of manufacturers is being conserved, and overestimated. The prices up to November 1 were such that lumber was moved forward to consuming points from holdover to gain it, and by a combination since that time has not been allowed to follow the general depression.

There is one factor that does not seem to have been taken into consideration in connection with hardwood stock, and that is that throughout the mountain district in the South a very considerable percentage of hardwoods are manufactured by the small mills cutting from 3,000 to 12,000 feet per day. These mills necessarily work from hand to mouth, and stumpage has been advanced from time to time on them so that even at the higher prices obtained during the summer there was no great margin to them in manufacturing lumber. The conditions now are such that, with the resumption of trade on a lower basis, it will be absolutely impossible for a good percentage of these mills to resume operation, with the result that their stock for the time being will be eliminated from the markets.

We feel in view of this that even with the limited demands after the first of the year it will not be long before the established manufacturers will be running on a safe basis, and it will ultimately result in steady prices for their products.

Taken as a whole we feel that the outlook is fairly bright for profitable business, because of the fact that the small mills above referred to will not resume until prices are back to the high basis prevailing some six months ago.

Of course, it takes a little nerve to sit down and watch lumber accumulate at manufacturing points, but the manufacturer who feels that his stock has a definite market value and abstains from shipping it to the market until he can obtain its value will not be hurt. Very truly yours,

STEARNS LUMBER COMPANY, INC.

F. R. Seeley.

BUFFALO, N. Y., Dec. 18. Editor HARDWOOD RECORD: Your letter of the 12th was duly received. Complying with your request, we take pleasure in handing you below our opinion of the hardwood situation as it looks to us.

The "financial" panic is no doubt a thing of the past. Its effects no doubt will be felt for some months to come. This, in connection with the fact that we are about to enter upon a presidential year, which always causes a halt in general business, we do not look for a very active or large trade in hardwood lumber during the year 1908.

By reason of the fact of the constantly diminishing supply of hardwood and the wise action of large manufacturers in curtailing the supply, we do not look for any very great reduction in prices, although possibly in some lines there will be some price cutting indulged in. While business may not be continued with the same activity as characterized the years of 1906 and 1907, yet it is not going to stop, and when business goes on the demand for lumber will go on with it, and when we look back at this time next year upon the business done in 1908 we will find that it has been a fair average year, notwithstanding the adverse conditions which appear on the surface at the present time. Good lumber has always been a good asset, and we believe it will continue as such to the end.

G. ELIAS & BRO.

BUFFALO, N. Y., Dec. 16. Editor HARDWOOD RECORD: Answering your favor of the 12th, we believe that very close on the advent of the new year business will improve, and we will not be surprised to see it nearly as good as it has been for the past several years. We base our opinion on the fact that we in the past week have received quite a good many orders for January 1 delivery, and are happy to report that prices are very little, if any, less than have been prevalent during the past year, which shows a healthy condition, in our opinion. Of course,

we look for a little falling off during the summer and fall, owing to the "presidential campaign," but believe that business on a whole will be satisfactory. Yours very respectfully,

L. N. SYKES & BROS.

BUFFALO, N. Y., Dec. 17.—Editor HARDWOOD RECORD: Answering your letter of the 12th inst., to Keating Summit, Pa., as to our opinion on the hardwood situation:

While we understand many mills of the country have curtailed their output, our three large band mills in Potter county, Pennsylvania, are running day and night, making full time. We have not reduced the force in the woods or in the mills. Our shipments have averaged up to the present time about as good as former years.

We are installing a new Mershon band resaw in our Galeton mill and have increased our hardwood flooring mill capacity at Galeton by adding a large new Hoyt planer this last month, and are expecting a fair trade after inventories have been taken and the new year opens up. Yours truly,

INTERNATIONAL LUMBER COMPANY,

W. L. Sykes, President.

APPLETON, WIS., Dec. 18. Editor HARDWOOD RECORD: You ask in yours of the 12th what our observation is concerning present conditions and our view of the situation, and in reply we are glad to say that in spite of the fact that there is little or no business, we have an abiding faith in the future and we firmly believe that the year 1908 will average up with our other prosperous years.

We can hardly see how this can fail to be so. The farmer is rich—he has harvested a good crop and received a good big price for it—and is going to spend his money. He is the foundation of all our real wealth in this country, and if the farmer is not struck you cannot have a panic. And he is spending his money and paying his bills.

We are reliably informed that a few weeks ago the International Harvester Company had \$50,000 in farmers' paper due on the first of November in one of the smaller towns in Wisconsin, and every cent of it was paid before the 10th.

With the exception of a very few items there is no surplus of hardwood lumber, and in view of the fact that it will be six months before the new cut is on the market, practically all the dry stock will be cleaned up before that time. Considering the above and the fact that the large consumers of hardwood are not heavily stocked, we believe that there is going to be no great difficulty in maintaining former prices.

In fact, we feel satisfied that next spring will see nearly as good a demand for lumber as existed a year ago and that the buyer will have to pay as much, at least, for his stock as he did then.

While we are on the subject of prices we want to enter a most vigorous protest against the seemingly senseless manner in which certain manufacturers and jobbers of hardwood have gone after trade. To our mind there is no use in crowding lumber on a sick market, for that can only spell ruin. There have been men, especially in the north here, who have circularized the country offering lumber at from \$1.50 to \$5 off prevailing prices. To our mind this only enhances the difficulty and makes it all the harder for trade to regain its normal condition. We, ourselves, prefer to carry our stock over to next season rather than dispose of it at ridiculous figures.

Things seem to be picking up considerably and while, as we said above, there is practically no new business coming in, still concerns who had planned to put off their buying until the latter part of January or February have in many cases changed their minds and are ready to place their contracts now. This in itself is a mighty good sign.

As stated above, we are extremely optimistic

regarding the future and really believe that the new year will be all that we hope for, and that it will be only a few months before the present financial stringency will be but a bad dream.

Yours respectfully,

R. H. Jones, Secretary.

PHILADELPHIA, PA., Dec. 16. Editor HARDWOOD RECORD: We have your recent favor on the subject of the general business conditions in hardwood lumber, and would say from the way we look at it, there is some consumption going on all the time, although it is restricted, but it is bound to use up a certain amount of lumber and buying, which has stopped almost entirely until the end of the year, will necessarily have to commence early in the coming year. We feel the holder of hardwood lumber will be much better off in refraining from making any great efforts to sell during the present month and holding his stock at fairly firm prices, which are sure to be realized later on.

While there are some bargains being offered through the buying section, they are being taken up to a certain extent, and we do not look for this condition to last very long, and there is no doubt that the available supply of dry hardwoods will not last very long and that the present output has been restricted to such an extent there is going to be very little new lumber coming in during the spring, except absolutely green stock. Yours truly,

BROOK LUMBER COMPANY, INC.

Per C. E. Lloyd, Jr.

CHATTANOOGA, TENN., Dec. 16. Editor HARDWOOD RECORD: Replying to your favor of the 16th inst., asking our opinion of the hardwood situation.

It seems that the financial situation is looking up, and as consumers have only been buying lumber for their immediate needs, until such time as money matters resume their normal condition, there should be a good demand for hardwood lumber shortly after the first of the year.

From all indications dry stock is very scarce and the output has been curtailed at least 50 per cent. For this reason the people who have the stock and are in position to hold it will not sacrifice it to any great extent. We believe that if there is any deferring in prices they will go higher instead of lower, as the consumer seems to think, or at least to hope.

Very truly yours,

THE CASE FOWLER COMPANY,

H. C. Fowler, Secretary and Treasurer.

CHICAGO, ILL., Dec. 17. Editor HARDWOOD RECORD: Answering your favor of the 12th, requesting the writer's opinion on the hardwood situation, will say that I find that owing to the present money stringency a great many northern mills have temporarily closed down. I understand this is also true to a greater extent in different parts of the South, and you can readily see that this curtailment, together with the car shortage which is known to exist, will keep the prices of hardwood firm, if not be the cause of a marked advance the early part of the coming year of 1908.

On the other hand, it is a known fact that only a small percentage of the woodworking, hardwood manufacturers and factories of all kinds have closed down or reduced their labor forces. They all seem to have plenty of orders on their books on which they can and will resume shipment as soon as the money "loosens up," which condition is more prevalent now than at any time during the past sixty days.

It may be noted to most of the mills that be as much if not more hardwood lumber consumed during the coming year of 1908 than in any previous year. Furthermore, for your information, wood is scarce and prices are high.



I would be most grateful if you could let me know the  
 circumstances that have resulted in this letter  
 being sent.  
 Yours faithfully,  
 Kenneth Murray & Co.  
 11, Park Road,

MEMPHIS, TENN., RAIL DAY, 16. Editor HERALD AND RECORD: Our Memphis office reports that production has increased; the Mississippi valley has been unusually good and productively and of the highest quality and at large percentage of the normal price on our best hardwoods. From the south, from the Appalachian range, especially the Georgia area are out of common stock lots of the big grades are also lower. We find that the upper grades of poplar, oak, and especially quarter-sawn white oak, are scarce and high, and we find that the low grade chestnut and common plain oak are inferior to work. This is only temporary, and we are of the opinion that there has been two or three times as much hardwood lumber consumed in the last two months as has been manufactured. We believe that with the easing up of the money market after the first of the new year, some of the large consumers will be very much surprised when they send out for quotations. There will, of course, be a few weak holders that from time to time, for financial reasons, will be obliged to release some of their stock, but at the present time there are very few, if any, that are cutting prices in this section on desirable stock.

Yours truly,

N. H. Walcott, Vice-President.

OF ST. CINCINNATI, OHIO, Dec. 16. Editor HERALDWOOD:  
Record: Replying to yours of the 12th inst.,  
wish to say that we agree with you that the  
recent financial flurry is practically over and  
we believe it will not be very long before the  
lumber business resumes its former activity,  
but we must recognize the fact that the scarcity  
of money recently curtailed the demand for the  
commodities which are made from lumber, and  
also made it necessary in a great many in-  
stances for the factories which make those com-  
modities to shut down for the time being, either  
partially or altogether, so that when the finan-  
cial troubles were over the factories found that  
they had a larger stock of lumber on hand than  
they needed for their immediate wants, and  
we believe these factories are determined to  
dispose of their surplus before making any  
further purchases, and we do not think that  
any cut in prices will induce these factories to  
purchase an additional supply. Undoubtedly  
the stocks on hand will be consumed within  
the next two or three weeks, and if those who  
have lumber to sell will hold their stock until  
that surplus is disposed of, they will be able  
to market it at much better figures, and  
by adopting this course the situation will be  
very materially improved.

We recognize the difference between the conditions of the country today and those which prevailed in 1893. We think that with the abundant crops which are being sold at excellent prices, conditions in a very short time will resume their former prosperous sway.

During the past few days we have seen letters from two or three manufacturers who have refused to quote prices under present conditions, stating that they prefer to hold their stocks until after the first of January, believing their stock is worth more money and that they will have no difficulty in getting their price at that time. We believe that attitude, if carried out by other manufacturers, would assure the retailers and consumers that there would be no further decline in prices, and would promote purchases much sooner than would otherwise be the case. Yours truly,

THE ROBERT H. JENKS LUMBER COMPANY

NASHVILLE, TENN., Dec. 16.—Editor HARDWOOD RECORD: Replying to yours of the 12th, we state as a positive fact that prices have not

decayed on car and red or white oak, Hickory, walnut and plain white oak.

We are having orders for these items at prices as high as have obtained at any time during 1907. Of course we have not been deluged with orders, but we are getting them every now and then and do not feel puzzled over the situation, as we know that orders are only being placed to supply present demands.

There seems to be a bear movement against plain red oak, but this movement cannot prevail for any considerable length of time on account of the fact that stocks are no more than normal; production has been cut off fully 80 per cent and stocks in consumers' hands are being rapidly worked up, so that before five months have rolled around someone is going to want plain red oak at better prices than are now being offered.

The banks are gradually resuming currency payments and are beginning to take a little commercial paper, and certainly by the middle of January they will take all the good commercial paper that is offered, and this will, of course, make it easier to do business. There have been very few failures and collections are good and altogether, while we have tried very hard to do so, we cannot convince ourselves that we are in a bad fix. Very truly yours,

Truly yours,

LEWIS, ROY &amp; CO.

CADILLAC, MICH., Dec. 16.—Editor HARDWOOD RECORD: Replying to yours of the 12th, concerning the hardwood situation;

Stocks here are materially below normal and additions thereto are materially below the usual by reason of delayed sleighing, and from the fact that operators have decided upon lesser output. Our information is, and we believe it creditable, that there will be a reduction of nearly if not quite 25 per cent in the output of hardwood for the season of 1908. We cannot intelligently forecast the probable demand, our information as to outside conditions being too limited. We simply do not know what the country at large intends to do, save that from reading of papers and other information that reaches us, there is an indication of restricted use of lumber.

Now, admitting that there will be a restricted use, it will be met with a restricted supply. The only thing that can, in our minds, bring about a material reduction in the price of lumber will be a collapse in general conditions.

From a statistical standpoint of stocks on hand, and from the standpoint of the cost of lumber and manufacture, hardwood lumber cannot decline. Based on the prices that have prevailed during 1907 and on the cost of stumpage and production, the manufacturing and selling of hardwood lumber rough has been a close business. Maple particularly has not yet come to its own in the matter of price. Yours truly,

THE CADILLAC HANDLE COMPANY.

A. W. Newark.

CINCINNATI, OHIO, Dec. 16. Editor HARDWOOD RECORD: Referring to your favor of the 12th, will say that for our part we take rather an optimistic view of the future hardwood business. Just at this time business is quiet with us and we are not pushing sales at all. At that we are getting in a few orders from people who want stock for immediate use, and who seem willing to pay what stock is worth; or, in other words, we have not as yet found it necessary to change our prices from those prevailing in the last ninety days.

The writer has just returned from western New York and southern Michigan, and feels very much encouraged as to future conditions.

Yours truly,

THE M. ASHER LUMBER COMPANY.

I. M. Asher, Manager.

DETROIT, MICH., Dec. 16.—Editor HARDWOOD RECORD: Your letter of the 12th inst. received. Relative to hardwood lumber conditions, will

say that your information covers the ground in so far as conditions appear to us.

The financial situation is now good and will continue to grow better. The volume of business has decreased, which is only to be expected at this season in hardwoods, but prices have been invariably maintained.

Dry stocks are scarce and well in hand, and with the opening of the new year the expected moderate demand will hold up present prices and by March 1 the tendency will be upwards.

Yours truly,

STOCKS AND BOND COMPANY

PHILADELPHIA, PA., Dec. 16. Editor HARDWOOD RECORD: During the past thirty days only have we noted a general slackening up in hardwoods, and fully believe the present situation is temporary in character.

At the present time there is no large quantity of stocks being held by the manufacturer, and, as unquestionably there will be a heavy buying of these woods during the early spring months, market values will naturally stiffen up to a considerable degree.

A careful inventory of the stocks being carried at the present time by large users of hardwoods will demonstrate the fact that heavy buying will be necessary to replenish their depleted stocks; but while we do not look for a record breaker during 1908, we are satisfied there will be a very considerable amount of business for all connected with the hardwood trade.

We have a large number of contracts on our books, temporarily held up, which will assist in swelling our business for 1908, as shipments will be resumed after the first of the year.

Yours very truly,

AMERICAN LUMBER AND MFG. COMPANY.

MEMPHIS, TENN., Dec. 14.—Editor HARDWOOD RECORD: Replying to your favor of the 12th inst., asking for our opinion on the hardwood situation, will state that our ideas are very mixed at this writing. We believe that if we had not had a panic in 1907 there would have been a letting-up in the demand for not only hardwood lumber but all commodities during 1908, as presidential years always have shown a contraction in all lines of business. The panic will exaggerate the conservatism that usually affects business during presidential years, and we believe that the average business man will bend every effort to paying up instead of contracting fresh indebtedness. The panic has stopped many enterprises, has lessened the output of iron, steel, has temporarily stopped the construction of new buildings, which necessarily has thrown many men out of employment.

Europe is suffering from hard times as well as our own country. Germany is in very hard straits and having a panic almost as severe as the one that this country is now experiencing. This is having its effect on Great Britain, the Scandinavian countries and Russia, and we have been informed that in the latter country money is hard to secure at 10 per cent. If the hardwood lumber manufacturers would have a normal demand from Europe it would assist in getting rid of the surplus that is now on hand and lumber that would be manufactured during 1908, but we do not believe there will be a healthy demand from Europe the coming year. We think the manufacturer of hardwood lumber, especially the manufacturer who owns his own stumpage, will do well to curtail his output the coming year. Our prediction is that if the United States has only normal crops in 1908 and the Republican candidate is elected, we will see the largest business and probably the highest prices for hardwood lumber during 1909 the trade has ever experienced.

From our point of view, the only bright spot that we can discern at this writing is the fact that fully 50 per cent of the hardwood mills are closed. This curtailment of production will prevent an oversupply of hardwood in the spring



1908, and there is a possibility of scarcity, which will bring with it higher values. We, however, do not think that it is a good speculative proposition, and would not advise anyone to purchase lumber on speculation.

Yours very truly,

R. S. & B. B. S.

B. B. S.

ST. LOUIS, MO., Dec. 16. Editor HARDWOOD RECORD: In answer to your favor of the 12th inst., in reference to the condition of the hardwood trade, I have endeavored to keep my mind as much as possible, and I find that the market has had a tendency to make prices for the future and prices very conservative on account of which there is no surplus stock on hand. Although we are approaching a presidential year, the general condition of this country being so prosperous and no great national calamity occurring, I believe that the coming year will be good as far as prices are concerned.

Yours very truly,

E. H. GUNTER.

PORT ST. V. VA., Dec. 16. Editor HARDWOOD RECORD: Replying to your favor of the 12th inst., beg to say your views on the hardwood lumber situation are strictly in accord with our ideas. We have not found it necessary to cut prices to get business. What few orders we have booked recently have been for immediate needs and at prices prevailing six months ago and we are gratified to note the disposition of the large mills to hold prices firm.

In view of the fact that the banks are "loosening up" and putting real money into circulation, we look for an early resumption of business, and on account of the general curtailment of output prevalent in West Virginia and the South in general, we feel sure that good prices will be maintained, if not a marked advance.

Yours very truly,

R. M. SMITH & Co.

J. C. West, Sales Manager.

WASH., D. C., Dec. 19. Editor HARDWOOD RECORD: Replying to your favor of the 12th inst., we cannot see why hardwood lumber will not be worth May 1, 1908, as much as it was in 1907. We are having more inquiries and orders in the past week than we have had since November 1, and from our viewpoint conditions are improving slowly. Yours truly,

INGRAM LUMBER COMPANY.

MEMPHIS, TENN., Dec. 16. Editor HARDWOOD RECORD: Yours of the 12th, asking for our views on the hardwood situation, is received and we are glad to let you have them.

While it is a fact that orders are practically nonexistent with us, inquiries the past ten days have been plentiful, and it is our candid opinion that shortly after the new year business will begin to assume normal proportions.

In the nature of things, the volume of business next year will not be as large as it was this, as 1908 brings on the presidential election, a factor exerting more or less influence on trade and one to be reckoned with.

For the reason that hardwood production has been greatly restricted the past two months and (with very few exceptions) price cutting has not been resorted to, we believe that when buyers again enter the market they will find a limited stock and prices practically the same as those obtaining in 1907.

From the information we have gleaned from various sources we are led to believe that the stock now in the hands of the manufacturer is badly depleted. This fact, coupled with the one that the country appeared to be at the height of prosperity when the flurry came on, can, in our opinion, result in nothing less than a good ordinary season for the hardwood man, and we look to the future without the least apprehension of dull times ahead.

Yours very truly,

GAYSON LUMBER COMPANY.

ST. LOUIS, MO., Dec. 16. Editor HARDWOOD RECORD: Replying to your inquiry of the 12th, we believe the resumption of normal shipments of hardwood lumber depends on the banks. When they resume operations, other than simply calling in loans, the lumber business will be all right. The campaign next year won't hurt lumber prices, as this will be overbalanced by the shortage now existing and becoming more marked each day in the supply of hardwood lumber, the production of which has fallen off 80 percent. Still, some limited demand will make

## St. Louis Lumbermen's Club.

On Dec. 7, the Lumbermen's Club of St. Louis was organized at a meeting held at the Mercantile Club. A call for this meeting was issued some time ago by a committee appointed at a meeting of the Yellow Pine's Club early in November, which went out of existence with a meeting held the fore part of December. At the November meeting three gentlemen representing the yellow pine interests, J. A. Freeman, chairman, C. M. Jennings and Thomas C. Whitmarsh, and three from the hardwood interests, F. Waldstein, George E. Hibbard and W. A. Bonsack, were named to formulate plans and draw up a constitution and by-laws. This they did and the meeting to receive the report was called as above. The constitution and by-laws, which made eligible to membership lumbermen holding official positions or who were members of firms organized in the yellow pine, hardwood and cotton

the shortage apparent to the factory and consuming trade; they will get in the market and the mills will have to start up to furnish the lumber; prices will stiffen, and when prices advance then everyone wants to buy. As stated above, the resumption depends on the banks. So long as present conditions last, business will gradually get worse. However, we believe that by February money will ease up considerably, and there will be a decided improvement. Yours truly,

GEORGE C. BROWN & Co.

W. A. M. Jennings of Berthold & Jennings. These gentlemen were present at the meeting.

In his address Governor Folk said: "You've had an outbreak of crookedness in the municipal assembly and it was bad enough. But it was nothing to what we had in the old days when I was circuit attorney. In those days there was a hoodling combine and they sold their votes to anyone who would buy. They even tried to sell the waterworks and the court house and the city market. It is not so bad now. There will always be crooks in legislative bodies and there will always be a few men to take chances. But there has been a wonderful change in public sentiment against graft in public office. The days of the hoodling combine are over. A new standard of plain, common, simple honesty has been established."

Governor Folk left after giving his address, and the meeting got down to the organization of the club.

Several well-known lumbermen spoke during the evening, among them being Henry G. Rolfe of the Wilson-Rehels-Rolfes Lumber Company; N. W. McLeod of the Gayson McLeod Lumber Company; W. W. Dings of the Gayson-Grease Lumber Company; Capt. C. F. Liebke of the C. F. Liebke Hardwood Mill & Lumber Company, and Thomas C. Whitmarsh of the W. T. Ferguson Lumber Company.

The constitution and by-laws, as submitted by the committee, were adopted, as the committee said they had tried to embody the best points of the Cincinnati and Memphis clubs, which they had studied.

The election of officers resulted as follows:

President, J. A. Freeman of the Freeman-Smith Lumber Company; first vice president, W. A. Bonsack, Bonsack Lumber Company; second vice president, J. A. Rehels, Wilson-Rehels-Rolfes Lumber Company; secretary, J. B. Kessler, secretary Lumber Dealers' Association; treasurer, W. W. Dings, Gayson-Grease Lumber Company.

Among the hardwood lumbermen present were: George E. Hibbard, Steel & Hibbard Lumber Company.

W. A. Bonsack, Bonsack Lumber Company.  
K. R. Chandler.  
Jack P. Richardson, J. P. & W. H. Richardson.  
G. W. Allport, Ozark Cooperage and Lumber Company.

J. L. Benas, Waldstein Lumber Company.  
Richard J. O'Reilly, O'Reilly Lumber Company.  
H. W. Teckemeyer, Teckemeyer & Wehinger Lumber Company.  
F. J. Wehinger, Teckemeyer & Wehinger Lumber Company.

A. W. Johanning, Johanning Lumber Company.  
Lloyd B. Harris, Lloyd G. Harris Manufacturing Company.

Alice Stewart, Alice Stewart & Co.  
W. W. Milne, Milne Lumber Company.  
A. H. Bush, secretary Lumbermen's Exchange of St. Louis.

Thomas W. Fry, Charles F. Luehrmann Hardwood Lumber Company.

C. H. Smith, Jr., C. H. Smith Tie & Lumber Company.

C. F. Liebke, C. F. Liebke Hardwood Mill & Lumber Company.

Theodore Plummer, Plummer Lumber Company.

J. S. Garetson, Garetson-Grease Lumber Company.

J. G. Kneiss, J. G. Kneiss Lumber Company.  
W. R. Chivvis.

George F. Cottrill, American Hardwood Lumber Company.

W. W. Dings, Gayson-Grease Lumber Company.

E. S. Little, Little Lumber Company.  
J. J. Taussig.



W. W. DINGS, TREASURER

lumber business, was submitted to about seventy-five gentlemen engaged in those lines of business, who were present at the meeting. Gov. Joseph W. Folk had been invited as the guest of honor and spoke on "The Lumberman as a Citizen."

The meeting was called to order by J. A. Freeman, chairman of the organization committee and toastmaster at the banquet. The committee and Governor Folk sat at a long table at one end of the banquet hall and the others were seated at small tables.

After the dinner Mr. Freeman called the meeting to order and introduced Governor Folk. He talked on "hoodling" and said the lumbermen were the first to rally to his support when he was St. Louis circuit attorney and was prosecuting the hoodlers, many of whom were sent to the penitentiary. He said that "with lumbermen to indict and lumbermen to convict, the grafter suffered." This remark was caused by the fact that on the first grand jury to indict the hoodlers was E. C. Robinson of the E. C. Robinson Lumber Company, and on the first jury to try the hoodlers was Nelson W. McLeod of the



## *Annual Meeting National Veneer and Panel Manufacturers' Association.*

The second annual meeting of the National Veneer & Panel Manufacturers' Association convened at the Auditorium hotel December 18 with President D. E. Kline, of Louisville, in the chair and Secretary E. H. Defebaugh, of Chicago, recording. An all-day session was held in the dining room on the ninth floor of the hotel and at 1:30 p. m. a delicious luncheon was served.

The growth of the veneer association has been nothing short of marvelous, as it is only now commencing its third year, and the discussions brought out the fact that great benefit has already been derived from it, not so much in a financial way as in matters of mutual education, and the promotion of good fellowship and acquaintance among members. Likewise the number present showed the growth and prosperity of the organization, as from a small handful of men who gathered at the initial meeting the attendance on December 18 was the

best in its history, and represented a large proportion of the veneer and panel output of the country.

The meeting was called to order at 11 a. m. by President Kline, who after a few words of welcome, delivered the following address:

### **Address of President Kline.**

The object of the association, with a big "O," is the betterment of the financial condition of each and every one of its members. As exemplifying this idea I think the language of a resolution adopted by the Veneer Manufacturers' Club some months ago expresses the matter crisply and fully. The words are about as follows:

"The fundamental principle of this organization is to persuade its members to obtain all they can for all their products. This end can best be attained through the interchange of knowledge at meetings, which should be held as frequently as possible. And the interest ought to be maintained by an active campaign between meetings with those who are not mem-

bers, in intelligent efforts to bring them into the fold."

The idea of the employment of a paid secretary or a paid assistant to the present secretary has received some little attention at our meetings. It is a matter that has been left to the Executive Committee, which, under the present constitution, has power delegated to it to employ such persons. As the chairman of that committee I will say that nothing has been done toward that end first for the lack of money, and, second, an available man with the necessary knowledge of the work required has not been found. I am certain that this is a matter that should receive attention at this convention, and with that end in view I will call a meeting of the Executive Committee to take place between sessions and report during the convention.

Suggestions will be made to the Committee on Constitution and By-laws as to certain amendments and additions to the constitution.

A committee to be called the Arbitration and Grievance Committee is recommended. The duties of this committee would be to consider and adjust disputes of all kinds between sellers, members of the association and buyers. It is



MEMBERS OF VENEER & PANEL MANUFACTURERS' ASSOCIATION AT LUNCH, AUDITORIUM HOTEL.



to have that such a committee, with the moral force of the association behind it, will be in position to obviate the possibility of imposition of the buyer upon the seller and incidentally of the seller upon the buyer.

A standing committee on classification and grading rules is recommended. There will be presented to you for adoption amended rules for the classification and grading of rotary cut woods of all kinds and thicknesses, also rules for the classification and grading of quartered oak, both sawed and sliced, in thicknesses ranging from 1-30 in. to 1-4 in.

Another committee suggested is a valuation committee. If this association desires to go into the discussion of prices to be recommended to its members, then such committee will in my judgment be necessary. Values are thoroughly discussed in the clubs, our offspring. Prices are there recommended as the minimum which ought to be obtained for certain items. There are members of the association who are not members of the clubs, and there are frequent inquiries made of your secretary and president for "association prices," so called. The secretary not being in possession of figures cannot supply the information, and while the president has frequently given prices as his or those of his house, no official figures have ever been quoted. I believe that there is considerable diversity of opinion upon this subject and hope that there will be a free and full discussion of the subject at the proper time.

I have alluded to the clubs within the association. They consist of three, as follows: The Veneer Manufacturers' Club, whose membership consists of rotary cutters; the Quartered Oak Club, consisting of manufacturers in that line, and the American Panel Club, whose members make glued-up stock of all kinds—not necessarily panels alone. These clubs have meetings more or less frequently. They discuss costs from the log to the shipping room and arrive at conclusions as to the value of their output, and, as already mentioned, prices are recommended as those which ought to be obtained. I think that a great majority of the club members are making efforts along the price line and I know that great good has been accomplished.

During the past six months there has been a contest with "the official classification committee" in regard to classification of thin cut woods from domestic timbers. The discussion was precipitated by the threat of the committee to proceed against one of our members, Adams & Raymond, under federal laws, for misrepresenting shipments made within the state of Indiana. Adams & Raymond not only took this matter up with the Indiana State Railroad Commission, but also brought it before the Veneer Manufacturers' Club, which club directed various of its members to enter their several protests with the Official Classification Committee, and to also take the matter up with the railroad commissions in their several states. Eventually the Official Classification Committee granted a hearing to a committee of the club, and your president, who had officially had some correspondence with this body, was made a member of the committee. This committee, which consisted of P. B. Raymond, B. W. Lord, Burdis Anderson, your president, and Dr. Price, manager of the Singer Manufacturing Company, went before the Official Classification Committee at its office in New York, on October 1. A very curt hearing was given us, in which we could barely state the grounds of our complaint. Later the committee decided that it would make no change in the classification as issued.

In the first place, when we called we were put off and given a ticket, No. 13 or 23, to come back on later, when we would receive ten minutes for a hearing. We got back on time, 1:30, and finally got into the sanctum sanctorum of the official committee, and as I stated had a very curt hearing. I don't think anybody has

ever discovered any medals on me for patience, and that was one of the times when I felt very indignant, but I hope it is to my credit that I controlled myself and said nothing offensive to the gentlemen, although I was much disposed to do so.

The features of this complaint are: The Official Classification Committee calls everything in thin cut woods, no matter for what purpose used or their value, if 1-16 of an inch or less in thickness, "veneers," which they class as third and fifth class in carload lots and less than carload lots respectively; if 1-15 of an inch or thicker it is called lumber and fourth class in less than carload lots and sixth or less in carload lots. Our contention is that all thin cut woods from domestic timbers, regardless of thickness, should be classed alike at the lower classification in rates.

Another objection to their rules, effective October 1, is that upon carloads of so-called veneers the minimum weight has been increased from 24,000 pounds to 30,000 pounds, and this increase also has taken place in glued-up stock or "compound wood," as they term it, while they have at the same time increased the minimum on carload lots of lumber from 30,000 pounds to 34,000 pounds. This increase in weight on lumber is not particularly burdensome,



BURDIS ANDERSON, MUNISING, MICH.,  
ELECTED PRESIDENT.

yet it is over 13 per cent. But cars will hold the weight, and the extra quantity in feet of lumber required is not so great. But in veneers, so called, the increase is 25 per cent in weight, which makes it impossible at times on account of the bulk to get 30,000 pounds into an ordinary 34 or 36-foot car, and, besides, requires the purchase by your customer of at least 25 per cent more stock to make up the car, which the majority of buyers are loath to do, the only other alternative being for the seller to pay freight on the excess weight charged for, which is that much money thrown away or unnecessary expense. The objection to the increased weight as applied to compound wood also constitutes a burden, as seldom does a carload order of any commodity in that line weigh up to 30,000 pounds.

So far as the state of Indiana is concerned, their railroad commission has practically decided in favor of the views expressed to them by Mr. Raymond and already detailed. The Veneer Manufacturers' Club and other organizations and manufacturers generally expect to take the matter before the Interstate Commerce Commission at the very earliest opportunity, and I bespeak for their efforts your assistance as a national organization.

In the nature of a communication from the Oregon & Washington Manufacturers' Association, which will be presented to you in due course, our attention is called to a present defect in the interstate commerce law and we are asked to take action, recommending to congress the passage of an amendment at the present session correcting the fault. As the law stands railroads or combinations of railroads have the privilege of making changes in their tariff classification and weighing plans by simply filing with the Interstate Commerce Commission the amendment to existing tariffs, announcing when the amendment becomes effective, and the work is done. The object of the amendment to the interstate commerce law is to prevent these changes without shipper having due notice and having the privilege of protesting and being heard in protest before the changes become effective. This is only reasonable and I trust the action which will be recommended to you later will be had.

The president then called for the secretary's report, which he gave extemporaneously:

#### Secretary's Address.

Mr. President and Gentlemen: I am not in very good condition to make a report of the veneer business. For the past twenty-four hours I have been a cement man and am liable to branch off any minute and talk about cement as a building material. There is one thought, however, I wish to mention in connection with the work of this association, and that is that when some of our friends first came together they used to complain about our meeting at the Auditorium—whether it was the price or liquor or what it was I don't know. But now it is surprising to see that they all want to stop at the Annex—nowadays the Auditorium isn't good enough for them—they insist upon stopping at the Annex, at twice the rate. There must certainly have been some progress made in the veneer business if conditions have changed so in the past two years.

The life of this association has not been as active as it might have been, but we have created an interest among veneer manufacturers everywhere and a desire for better conditions in their own business. As an instance of this, through the influence of this organization western manufacturers have come together and now have a good working association. They have recently joined us through their central sales agency and write very friendly letters in reference to the influence of our organization. Your president has mentioned the various clubs in connection with this organization, and if they have been able to assist you in a small measure during the times when orders were plentiful certainly at a time when we are having a "Christian Science panic" there should be greater benefit to be gained from them. My experience has been that when trade was dull and there was more production than demand, manufacturers were very anxious to get trade at no matter what price. They wanted orders. I have never seen one at any time who didn't want orders, but we have just gone through two years when nobody was especially anxious for them. Now, if we are going to have 33 per cent less business because we are going to have an election, or some of our banks got cold feet, there is no use in cutting prices—there is no reason in the world for it when the banks are full of money and the barns are full of grain.

I don't think there is any need for any fear of the future in the veneer business, because in canvassing the manufacturers along all lines I don't think they are as extended as they have been in times past. While their liabilities may be larger than in 1893, their assets are also two or three times greater. That being the case, with anything like a fair business, everything is going to be all right, for you know prosperity always comes from the ground—when the farmer



are an *association* of things usually take care of themselves, and there is no reason why the *association* should not be a fair one. It is my belief, while always optimistic, that 1908 will be good. Perhaps the volume of business will not be as large as 1907 proportionately, but it will be a good year for association life. A year when you will need the association more. Of course, there are some people in this trade and other lines that don't need associations any time, but if you will shake hands with these gentlemen and look into their trial balances you will find they are covering up something. They are not telling the world that they are losing money. There is no successful line of business today that doesn't include association work; there are four meetings in this hotel right now, of the livest people in their lines. Why do they come together and exchange notes? Why do they come and sit around a table and say, "I sold my stuff for so much money. I am asking so much for such a thing." Why? Because they feel that they are partners and are benefited by comparing notes with each other. That, of course, is the reason for the existence of this association of veneer men—to bring together people from all over the country get confidence in each other—talk over the practical end of their business—and if one is especially gifted in handling a certain product, give the others the benefit to help them introduce goods by letting them have this information as to how to do it. But one of the greatest things is the possibility of two or three men catering to the same trade coming together and endeavoring to get a fair price for their goods.

This association is responsible for the prosperity of the trade today. I do not believe the man who goes 300 miles from his home every year to attend it will deny this statement. I know the men who have been able to get the highest prices in years past—even when every thing was demoralized have stated that the benefits they have received from the work already were far beyond their expectations. There are always two classes of manufacturers at any time—those who get the highest prices and the low-priced men who want an order at any price. The latter gives himself away the moment he goes into a buyer's office. He is so anxious to get the order that he goes in with his hat in his hand and says, "Please, Mister, give me this order—you make the price." We have tried through bulletins to keep the manufacturers generally informed as to what is doing. We have had no one who gave all his time to the work of the association, and hence the spasmodic efforts.

I believe the possibilities for 1908 are great. They certainly are great if we get the right man in the saddle who will make it his business to study the trade, visit manufacturers, keep in touch and manage the details of the "wheels within wheels" in this organization. Your officers are all busy men and have their own affairs. While they are always willing to help and do everything possible to advance the interests of the association, you know what is everybody's business is nobody's business. I hope your committee will make it possible to put this work on the highest possible plane by having a central office where the men from Indiana, from New York, California and Louisiana can meet together any time and get any information that is at hand.

In this classification matter we have seen the possibilities of what might be accomplished by a man who will just keep everlastingly at the railroad people to give no advantage to any other trade and who will protect the veneer and panel trade as it should be protected—excuse me, I mean the thin lumber trade. I hope you will consider carefully the employment of a permanent secretary. We have talked about this at our various meetings, and we have had assistance from the minor clubs' officers, who have done good work, but we want a big man. We

want a man that the largest manufacturer here would pay five or six thousand dollars a year, and he could make every one of you dividends. You can conduct the various organizations within this one and create more, and at less expense than in any other way. Then, if you get the man you all have confidence in, it will be a great link between manufacturers, and practically make the veneer trade a band of brothers, all in partnership with each other—not to rob any one, but to get a fair price for their goods.

Gentlemen, we have not increased our membership as we should have, partially because some thought if they joined one of the clubs they did not need the national body. When this organization was started in Cincinnati there was not an association in the veneer and panel trade. Some of the largest manufacturers did not know each other. The fact of the matter is, they didn't want to know each other. They could see nothing but a wolf in sheep's clothing in any other man in the trade. The result was that the buyer controlled the situation entirely. No matter how good a salesman a man might be, when he went up against the buyer he found that the other man had been there—or so he was told, whether he had or not—and had quoted a price mighty close to cost, or even less. In fact, this same buyer would turn



D. E. KLINE, LOUISVILLE, KY., RETIRING PRESIDENT.

back to his file and show a quotation perhaps two years old, carefully covering up the date. This is being done today with men who are not in touch with each other in the veneer trade. If you do not believe it, I can quote you actual instances. We have not made as much progress as we should in this one thing. I had a conversation with some one lately in reference to certain territory where several were selling goods. I asked about prices. They said to me that they were not as good as they should be. I asked why. "Well, John Smith has quoted in this territory so much money." "Can't you get him to sell this stuff for a higher price?" I said. "No; he said he would not do it," was the answer. I talked the matter up with John Smith, and he told me that the other fellow had been taking his trade, and there they both were, getting fully 10 or 15 per cent less than they should get for that same trade, but had they come together and said, "Here, now, we only want a fair price for this business," and stuck to it, how much better off they would have been. It is easy enough to make a division of this trade—to say, "Now, this customer is close to you and you make certain stock, so you sell him," and by thus dividing up the

trade all would get a fair price for what they sold, and then let somebody else have the next customer. Of course, I know the Attorney General doesn't like to have people get together, but I don't think any man need be afraid to protect his own business from loss. At least I would not be; I would have no hesitation in meeting one or two men in my business and talking my affairs over with them. If Uncle Sam will allow the railroads to protect themselves against loss by asking a proper price for carrying the stock you people make, why should he not permit you to protect yourselves against loss by talking over prices and seeing that none of you demoralizes the trade? Unfortunately we get so anxious to land business that we sometimes want orders without regard to price. Now, while this association has never been an organization of price makers, I contend that there should be a bulletin sent to the trade. Suppose John Smith, who is 1,000 miles away—suppose he does cut the price. Now, isn't it better for him to have some information as to about what stock ought to sell for than to be left in the dark?

Billy Mershon made a contention a few years ago that I always thought was true. He says, "It is cheaper to educate the other fellow than to let him educate you by making your prices for you." Now, if you will look in your memory book ten years back you will find that if you could have educated Bill Jones he would not have cut prices near so much and so made you sell your stock so cheap. In other words, I would like to see a committee give out to the veneer trade some values as to about what stock ought to sell for—not a tight-bound proposition but an educator. It doesn't make any difference if the buyer does know about it. In another trade where we have had such a list for twelve years we now have ninety men who sell for about the same. There is no agreement to sell at any price, but just a recommendation from some of the livest men in the trade that a certain class of stock ought to be sold for a certain price. Of course, where trade is dull, it is harder to keep near that price than at other times, but it's a good thing. These men are not large manufacturers, but they are good business men and appreciate the fact that the other man is in business also and that there is a possibility of their helping each other. Today if they want to take a trip to Europe they can do so because they have the money in the bank as a result of their open efforts. I do not want to take up any more time, but I hope we will get closer together and make each other some money. I want to read you the communication from the Oregon and Washington Lumber Manufacturers' Association, to which your president referred:

PORTLAND, ORE., NOV. 16, 1907

Mr. D. E. Kline, President National Veneer and Panel Manufacturers' Association, Louisville, Ky.

Dear Sir: The National Railway Commissioners' Association at their session held at Washington, D. C., October 8-11, adopted the following amendment to the interstate commerce law:

"No increase of an interstate rate or discontinuance of a rate affecting an increase should be permitted without opportunity to protest being afforded, and upon hearing and determination as to reasonableness when objection is made in advance of the new rate becoming effective."

There is probably no industry in the United States that is more interested in permanent freight rates than the lumber business. Upon the stability of rates depends absolutely the prosperity of any industry. An effort will be made at the coming session of Congress to amend the Hepburn rate law to provide that the Interstate Commerce Commission may, upon complaint, suspend a new rate from becoming effective until a hearing has been granted to the interested shipper. The justice of this amendment will at once become apparent to you, for it can be



secretly asserted that a railroad company would not fail to effect a rate for a number of years, and assume that the rate has not been fairly established, and in the short interval when it will require in order to give the Commission a chance to pass upon the reasonableness of a rate, there is nothing effective no hardship will be worked upon the shippers while on the other hand the imposition of a new rate may seriously affect the shipper.

Would it be exceedingly good to hear from you on this subject, as our association in common with others on the Pacific coast has taken this matter up and hopes to have the law amended at the coming session of Congress. If you favor this amendment kindly write to your representatives in Congress, and, in the meantime, advise us of your views in the matter.

Proposed please find copy of resolutions passed by the Oregon and Washington Lumber Manufacturers Association. Would suggest that your association take similar action, in which case we would appreciate it if you would mail us a copy of same. Please send us a list of the members of your association, to whom we may address literature on this subject.

Yours very truly,

A. B. WASTELL

Secretary DeFebaugh then read his report as treasurer of the association, which showed financial matters in good condition and an excellent balance on hand. This report was referred to the Auditing Committee.

The president announced the following committees to report at the afternoon session:

Nominations: Messrs. Dayton, Benjamin and Munyon. Auditing: Messrs. Baker, Bass and B. Anderson. Constitution and By-laws: Messrs. Lord, Groffman and S. B. Anderson. Railroads: Messrs. Lord, Raymond and B. Anderson.

An excellent paper on "Confidence and Harmony," by J. W. Roche, was then read, as given below:

#### Mr. Roche's Paper.

Gentlemen: The subject, "Confidence and Harmony," was assigned me, but our worthy president could have selected one more competent to do the subject justice than I. My time and mind have been so fully occupied since, that I have had very little to give to this matter. On either word, confidence or harmony, lectures could be delivered and volumes written; either is far-reaching and embraces much.

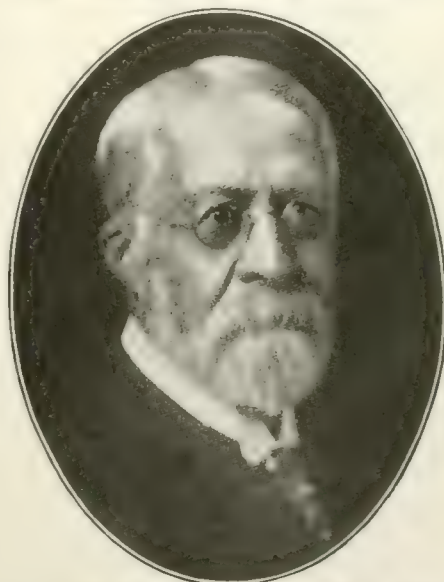
Webster defines confidence as trusting or putting faith in, as in the reality of a fact or the integrity and veracity of another. The most perfect illustration of the trait is found in little children. Who of us has not seen a frightened child quieted and calmed just by being clasped in its mother's arms. The perfect faith and trust of the child is beautiful to behold; as manifested toward the mother it is instinctive, but he learns to place confidence in other members of the family and friends of the household. That is precisely what each and every one of us should do. Those who are not members of this Veneer Club family should become members at once and have entire confidence in the honesty, integrity and good-will of each other and so conduct our business affairs that confidence in each other will not be shaken.

Confidence is an absolute essential to success; confidence is the foundation and mainstay of our republic today. It has already been demonstrated, as you are well aware, during the past ninety days. Confidence is the basis of all business; indeed it is the basis of all active, progressive life; it is the fundamental base of religion; it is the foundation upon which the home is built, it is the very fundamental of

life is built. As we have seen in the recent flurry, the result of the least shaking of confidence with a country more prosperous than it was before, a country busier than it has ever been before, with a currency per capita larger than it has ever been before, there has come from what cause it may a shaking of business confidence with what result you well know. It but illustrates my point that the basis of progress and business is confidence. You may enlarge your money a thousand times, you may fill your harvest fields double, you may dig from your mines tons of gold, but unless you have confidence your business is dead.

And this is true not merely as a general principle but also with relation to one firm with another and one man with another. There can be no success assured to the efforts of this club unless it is built upon a strong confidence. The Veneer Manufacturers Club affords a means of relief from a large part of our worries; we can cooperate with its work wholly or partially, but the greatest benefit is only possible through an honest and hearty coöperation in all matters.

My company has affiliated with the Veneer Manufacturers' Club for the plain and simple purpose of making money through its work, and we are making money through its work. It is



J. A. UNDERWOOD, WAUSAU, WIS., FIRST VICE PRESIDENT.

due to the work of this club that the present prices exist for rotary-cut stock. I don't think, nor do I expect, that any other member is connected with the club or is present here today for any other purpose.

We are contributing our portion toward the expenses of the club and regard it as a good investment. There is no check we more cheerfully sign and we have been shut down for a greater part of the time since we became members. If the club is good for us, it must be good for all who cut rotary stock; and again I invite you to make application for membership and then respond frankly and freely to each and every request that is made by our secretary, who is a disinterested party, but who handles the whole business in the interest of all. Have confidence in him.

Confidence is not the only essential to success, either of nation or business—there must be harmony. A nation with discord between the various sections and various states can never be a progressive nation, because discord destroys confidence, and discord carried to its final conclusion means war, and war never means prosperity to either nation or business.

Now for years we have heard the proverb, "Competition is the life of trade." On the con-

of business views relating to all branches of our business, and confidently place all that is requested in the hands of our secretary for the purpose of promoting our general welfare, there will be less loss of sleep and more money made in cutting thin lumber than we have realized from the business in many years, because competition is friction, and friction is war, and war is death. Modern day business has clearly proven this. I do not mean, of course, that this justifies combinations that strangle or kill, or, if you please, destroy others—that would not be harmony; that would again be discord and war—but a healthy harmony which seeks by methods of economy and by fairness to all to promote the success and legitimate profit of all.

All extremes meet; combination at its extreme destroys. It must all rest upon the sense of justice and right in the people engaged. With sense of right and justice to others, with firm confidence in each other as we work for each other's interests, with a harmony tuned to one key in our acts and our efforts, let us go forward in harmony seeking the welfare and success of each other's business.

The following address was delivered by S. B. Anderson, the well known Menominee lumberman:

#### Address of S. B. Anderson.

I was notified by the secretary to say something in regard to association work. When I accepted the invitation I expected to have time to prepare a paper on the matter, but for the last four or six weeks I have been busy keeping the wolf from the door. However, in a certain measure I have been preparing for this paper for ten years, as I have been in association work about that time. I find it is good. It seems to me now is a more important time for association work than any we could have. If there is any time in the world when manufacturers should get together, it is a time like this, when everybody has lost confidence; everybody is anxious for trade; everybody is afraid he is going to lose something somebody else will get. Now, if we get together, we talk matters over and find we are all pretty good fellows after getting acquainted. That is something I used to have grave doubts about—I always thought the other fellows were cutthroats and bad ones, but I have found they are not—they are reliable men.

Now, it seems to me that if there is any time when it is necessary for prices to be maintained, it is now. The manufacturer does not expect to turn out as much goods as last year. Raw material will cost as much as last year, and labor the same, and your goods cannot be put on the market for any less money. I do not believe any of us have been making any more money than we ought. The next two or three months will be the crucial period, when it will be determined what the rest of the year will be. It looks to me as though prospects are good. The country is in good condition; farm products are very large and going into consumption at high prices. The American people are in the habit of spending money; I noticed last month we exported to Europe \$6,000,000 worth of goods more than during any other month in the history of the nation. Now, if we can hold together and keep prices on the present basis for two or three months trade has to come back to us. There is one good feature about this "would-be" panic. It is going to cause hesitation on the part of people who are about to start new plants—probably very few will be started in the next year or two, and in that way this present flurry will be a benefit to present manufacturers, and I believe that if each one will make it his duty to see that prices are maintained each will find it beneficial to himself and the rest. These gentlemen here know their prices and the prices of the others. If we will see the necessity of maintaining present values, I think



to have better prices we will all be out just a good deal in the next few months also. Now, when we cut out work, each man in his home knows that other men are getting more money, prices will be cut. In regard to the cut, we merely intend to behave toward each other and the world in general in a perfectly fair manner. It is perfectly proper to ask your neighbor about prices and what you could get. It strikes me there is more failure through cutthroat propositions than there is through any unlawful combinations among manufacturers, as mentioned by the secretary. But the latter are not necessary. During the time I have been in association work there has been no combination on prices whatever. There has been a general understanding among manufacturers that the word of each other could be relied upon. I have always found it easy to figure cost and the percentage of profit that I ought to have. We find that generally prices have been maintained with considerable regularity. Of course, if anybody wants to cut, it is all right. However, it does not pay to break the law and it is not necessary. I believe the best thing possible for business interests is for men engaged in a business to get together and swap ideas. You will find you are all pretty good fellows, as I said—you can all be relied upon. You all want about the same profit, your cost figures about the same; you know you can't afford to sell for less than a certain percentage above it. You know your competitor isn't likely to have to sell immediately in order to get a little money, and you may rely on the fact that if you are not getting any trade it is because the buyer doesn't want the goods. It is not because some one else is cutting prices. The hardwood lumber people have associations. There is no agreement on prices, but there is no man in the association who hesitates to tell what he asks for his white oak, red oak, ash, etc. Prices are talked over. Each knows what the other is asking and what it costs them. In the city of Memphis we have a lumbermen's club with 125 members. We meet once in two weeks; general matters of interest are discussed. We know what stock each man has, about what his trade is, about what prices he is getting. This general knowledge is in the hands of about 125 people, and nothing works to the injury of anybody. Each man is considerate of his neighbor's trade. We find that we are doing nothing that can be criticised in the least, and it works a great benefit to the trade in general and it makes friends. I believe if in passing through this world men in the same line can be friends it is a great deal better than if they even made more money. We don't have any too many friends, and if we get together we are sure to grow better acquainted. Gentlemen, I believe that veneer manufacturers can't do anything that will be of any more benefit to them than to get together and make friends.

Mr. Anderson's address was greeted with much applause. He was followed by B. W. Lord, who presented many valuable thoughts in the following paper:

#### Credits; How Can the Veneer Trade Through the Association, Reduce Their Losses.

Allow me to ask each one of you gentlemen what you have lost in poor accounts, and you will undoubtedly answer that you have lost practically nothing; that you do not sell anyone unless you know you are going to get the money.

Now, kindly look over your books and tell me, in the last twelve months, what deductions you have made on shipments and whether you have received in money the full amount of your invoices less your legitimate cash discount and legitimate freight.

Often times a man will take the meaning of a word too literally and will not be perfectly honest with himself, and will pass lightly over

matters which appear to him small, but if you will go back carefully and figure up what your allowances and deductions are I feel confident you will be surprised.

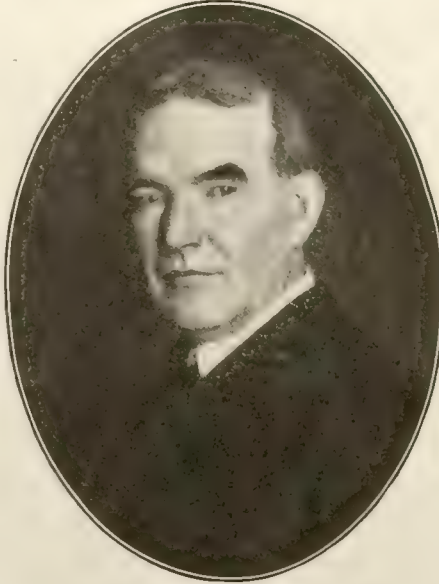
In discussing the question of credits it would seem to me that we should consider it in a broad sense and value a customer not only for his financial rating in Dun or Bradstreet but consider also this customer's rating as regards inspection and dealings.

A short time ago we wanted to buy a launch, and finally agreed with a concern to build one for us according to our specifications, and they submitted contracts to us to sign with the terms specified, 25 per cent to accompany order, balance to be paid when launch was ready to ship.

I asked these people why they had those terms, and they explained that this was customary because the work was special, and what would suit us might not suit another customer.

If you will investigate lines of business where they do special work you will find they require a part payment before they commence an order, and often require a large part, if not all, of the balance even before the order is shipped.

One of the greatest points the veneer manufacturers have to contend with is special stock which is all right for the fellow who wants it



D. W. WILLIAMSON, BALTIMORE, MD., SECOND VICE PRESIDENT.

but is worth very little to anybody else on account of the special sizes. For instance, we receive an order for a carload of 1/16 poplar 14 inches long and 20 inches wide, and we have three or four men inspect this stock, and one of them allows to go in questionable pieces, or, say, bad pieces. Our customer receives this car and he notifies us that the car is subject to our order. What recourse have we? Our only hope is that the customer needs the stock and has to use some of it. Then we can probably secure a fair settlement; but if he refuses the entire carload, claiming it is not as he ordered it, or not up to grade, let us sue him for the car.

He brings into court a large number of these defective pieces, which seem a large number to the court, but which are very few in comparison to the shipment, and the court will undoubtedly justify him in refusing the shipment.

With competition that we all have, and the number of mills that are manufacturing stock, it is very hard for anyone of us to handle our credits and our customers alone, and it would seem to me a good thing to consider a strong credit bureau, backed up by all the manufacturers, and supported by all of them. I mean well supported financially and by giving honest information.

Suppose we had a credit bureau, and let us take first a man's financial standing. If we had some uniform system recommended by this bureau that any customer rated below a certain point in the commercial agencies should be draft on bill of lading, and another customer should be required to pay a certain per cent before the order was commenced, we could undoubtedly be better protected, because if this customer wrote a number of veneer mills, and all those connected with the association quoted him the same terms, he would either pay those terms or he would buy of some one outside of the association, and if the mills outside sold this class of customer it would have a strong influence to strengthen the association.

I am guilty, and I believe there are others also, who are selling concerns and giving them credit where they are not justified, because we think we know these people and have confidence in our judgment being better than the commercial agencies, who make a business of investigating, and we make very little difference, if any, in prices to these customers or to customers whom we have dealt with and who pay promptly.

Where we take an account that is questionable, and we take chances knowingly, I believe we should secure a price which justifies us in taking that chance.

Another point which seems to be a good way of finding out about some of these customers that we are uncertain about is to have them make a signed statement to us of the condition of their business, and if you will investigate you will find that banks do this quite largely and keep these statements on file, so that if the man gets into trouble or goes into bankruptcy these statements are worded in such a way that if he gives you knowingly a false statement he is liable to a severe penalty.

There are a great many concerns who are doing business on your capital and my capital, and who are not justified in receiving the credit that we give them, and because they give us clever talk, or write us a clever letter, we grant them this credit, when, if we had a signed statement from them, we could see exactly what they were entitled to, and then, if we granted them credit, we would do so with our eyes wide open.

Mr. Roosevelt has spoken of undesirable citizens, and I believe that if we can work together and compare our experiences we will find that we have some undesirable customers.

A short time ago I met a large manufacturer East, and in talking over business I mentioned an experience we had with a concern who, when they received shipment from us, wrote that they found a large quantity defective and if we would allow them a certain percentage on our invoice they would remit for it; otherwise they would hold the entire shipment subject to our order. This was an order that was cut in very undesirable sizes for general trade, and the party was at an inconvenient point to see, and the deduction he wanted did not justify sending to see him.

A friend whom I mentioned this incident to told me of a transaction he had of the same character, where the man wanted the same percentage of deduction, and by comparing notes we found it was the same customer. Going a little further I found a third man who had had the same experience, and we had all allowed this deduction.

The men who buy veneer today, you must acknowledge, are very clever business men, and they have simply worked the veneer men against each other, and we have granted them their terms and their conditions, so that it is very hard to change these to a right basis, and it cannot be done at once, but takes time, and it takes money, and it takes effort.

You buy a carload of feed or hay and they will ship and draw on you with draft attached to bill of lading. Why? Because the feed men are smart enough to work together and make this customary, and buyers expect it.



Kindly consider the delicate times, and it is as easy to see that they are most successful and you will see that they are successful because they are well organized, and what we need in the veneer business is organization.

The hardwood veneer manufacturers today have an inspection department, and if a man complains about the grading of stock, they send an inspector and he goes over the stock. If the buyer is right, the shipper pays the expense of it. If the shipper is right, the buyer pays the expense of it, and in that way both the shipper and the buyer get a square deal.

Let us have a credit bureau, well organized, not only as regards credits but with a competent inspector to settle disputes. Then if we want to know about a customer we write this bureau and they give us not only the man's financial standing, but they give us the opinion of the veneer men who have dealt with this man, which opinion is worth a whole lot to us. Then if we have a dispute over inspection of stock we can have a National inspector investigate it, and the buyer will not complain unless he is pretty sure of his ground, and if he is right we ought to pay the expense of having a man go there, but if he is wrong and we ship the goods correctly, he pays that expense.

With an association with most all the veneer men as members, a man who buys veneer knows he has to buy in the future and he is not going to complain of stock unless he is fairly sure of his ground, and if he complains once and finds he is wrong he will hesitate before he complains again, as he is dependent upon us for his stock and does not want to have a reputation among the veneer men for claiming unjustly.

It is a mistaken idea for anyone with goods to sell to feel that it is a great favor when a buyer gives us an order, because he is not ordering the stock unless he wants it and he is receiving value for his money, and I believe the buyers as well as the veneer men would like to see an organization kept up so that the buyer will receive what he pays for, and the veneer man will receive pay for what he ships.

Instead of talking as much as I have I could have summed up the whole business in one word, and that is "Organization."

A great many concerns in business buy material on long time, but the conditions of the veneer business are such that a man pays cash for his logs, and generally a long time before he receives them; he pays cash for his labor and buys practically nothing that he receives on time except a few supplies, and possibly machinery, which is a small item in his business, and I know of no business where the credits should be watched closer or the terms should be shorter than in manufacturing veneer.

Considerable interesting discussion followed, in which Messrs. Maris, Raymond, Kline and others participated, and several instances were cited which showed the value and influence of the association when buyers made unjust claims against shippers, and were informed that the matter would be taken up by the organization. The desirability of establishing a credit bureau or department was also discussed, and the methods of the lumber associations along this line taken up. The president reviewed some correspondence which had been sent him for the association to consider and stated he thought the establishment of a grievance committee would be the approved manner of handling such affairs. Such a committee was later provided for by proper legislation.

A sort of "experience meeting" was held in which members from all sections of the country were very frank in their ex-

pressions of opinion regarding the financial and business outlook for the coming year. A few of the members were somewhat pessimistic in their views, but on the whole the general feeling seemed to be that the present dull period will not continue for any length of time and that the coming year will be a good one.

#### Mr. Groffman Talks.

Mr. Groffman: While we are not in the land office business, we have plenty to keep the wheels turning. I find some of the furniture men are very optimistic over the situation. They think after the 15th of January—I don't know just why they say the 15th—there will be a free circulation of money. There is one thing I want to say that seems to impress a great many furniture men: They have an idea that logs are going to be very cheap and the result will be that veneers and panels will go down correspondingly. I had one say to me the other day that he was down in Memphis and the river was just lined with logs, and that the mills were all shut down and there was no money to cut up the logs with! He said he was to'd that those logs would depreciate in value unless



L. P. GROFFMAN, ST. LOUIS, MO., THIRD VICE PRESIDENT.

they were utilized soon, and the result would be that they would have to be cut up and would be very cheap! I told him in a very few words that those logs would not depreciate if they laid there six or eight months and he needn't worry about our raw material coming down much cheaper—if there was anything like that in the wind we certainly would know something of it. He admitted then that he must have been misinformed!

Further discussion along similar lines followed, participated in by Messrs. Schoenlau, Johnson, Allen, Sanders, Baker, Kline and others.

#### Mr. Lendrum's Remarks.

On request of President Kline, Alex. Lendrum repeated in part an address which he made to the panel men the preceding evening. He proved one of the most interesting speakers of the day and gave the members many helpful ideas which he had gathered from experience in other lines of association work. He urged amateurs in the veneer business not to look upon it as

a gold mine, sit down with a pencil and figure themselves rich in fifteen minutes, but to get down and do some work, rushing into it. He cited examples where concerted action and friendly feelings upon the part of men engaged in the same lines had warded off unscrupulous customers, and placed demoralized trades upon dignified, paying bases. He particularly urged the employment of a strong, paid secretary for the association, and said he considered an organization with so splendid a beginning should do things up right and get one with all possible dispatch. Mr. Lendrum spoke at some length regarding various types of valuable hardwoods, and said in comparison with what is paid willingly for imported woods the so-called "high prices" for quartered oak were positively ridiculous.

Adjournment for luncheon was taken at 1:30 and the second session convened at 2 p. m.

#### AFTERNOON SESSION.

At the opening of the second session H. A. Reinkensmeier read a very able paper on "Our suggestions regarding a thorough system for the handling of glue as applied to the veneer business." It is herewith reproduced:

#### Mr. Reinkensmeier's Paper.

I trust it will be understood that these few remarks on the subject of glue are not offered with the idea of criticizing any method of using glue, as employed by the manufacturers here today; and so far as that is concerned, it is not my wish to criticize anyone's method of handling this article. I trust that all of what will be said will be accepted as what I believe will afford relief from some of the problems obtaining in connection with the handling of glue in the average veneer plant.

I realize you gentlemen have given considerable thought and hard work to reaching your views and method of deciding on a basis of measurement of value of glue in the veneer business, especially so in your respective grades of work.

This latter point is a very important consideration, as the class and grade of work, kind and quality of lumber, local conditions (such as factory equipment), workmen obtainable, climatic conditions and water, as well as numerous other difficulties, all bearing on the desired results, must have thorough consideration. At least that is my conclusion in the matter.

My object is to put in the form of a suggestion my views of a method of getting at a standard, or basis, for measuring the value and glue for veneer work. Considerable thought and discussion has been given to the idea, and I believe the method has some merit and could be advantageously employed, and if employed, an important step toward the elimination of glue troubles in the veneer room will have been taken.

It is a fact that very little attention is given by most glue manufacturers to the mechanical condition of glue; that is to say, glues made from the same grade of glue stock and of identically the same glue test, according to the glue manufacturers' method of testing, do at the same time work differently when put in use, owing to the fact that the mechanical condition in the case of flake glue is not the same, for one may have dried out thicker or thinner than the other, as the case may be; or the breaking may have been coarser, that is to say, a greater number of medium sized or large pieces, or a variation in the cut, say thin, medium and thick cut; these three, as you will note, would



measured quite as accurately in the measurement of flake glue. In fact, not so, as the mechanical conditions are not so good. However, there can be an estimation of the ground with the coarser, or approximately one part of them and coarse, or the heavy or a finished quantity of them and coarse, or there may be an unequal quantity of glue in ground. The latter condition, however, is seldom, if ever, found in ground glue. With these variations in mechanical conditions in cases where glue is measured instead of weighed, uniform results in a solution can hardly be obtained by the user. I, of course, understand that the hydrometer is employed by quite a number, but this instrument is simply to prove the condition of the solution of glue, and is of little service after such solution is made up. Then again, the hydrometer readings are changed by variations of temperature, and with the general run of factory help very few can figure same to a correct basis. In fact, many of them look upon an instrument of this kind as a "fussy" proposition in their work. Personally, I do not disregard the use of the hydrometer for gauging the consistency of solution where ground glue is used, but owing to the inconsistency of flake glues, believe it to be less practical. Mechanical conditions should be a necessary quality stipulated by the user in purchasing this glue, that is to say, the user should specify a standard weight for a given volume of dry glue, such standard measure, if so selected, could be, for example, cubic foot or bushel measure. If this one point is demanded by the user he is certain of at least one uniform condition, and it affords a basis for determining results from any glue he handles; also for establishing a method of using his works.

It is, of course, possible to enlarge on this point by repeating what I have in the past casually observed, but believe the point has been made clear to you. If, then, a mechanical condition has been decided upon as above outlined, a further point in standardizing the use of glue could be brought about by establishing a standard for the measurement of water to be used in the solution. This can be accomplished by simply providing a rod graduated to show say one-fourth, one-half, three-fourths and an entire day's requirements of glue. This is simply offered as an illustration, its application to your work depending, of course, upon the capacity of your glue-handling equipment.

To me a method of this kind would offer a means of obtaining an absolute uniform solution of glue throughout the entire day and every day, which would be left to your practical workers entirely.

If a further check is thought desirable, such a check could be entrusted to someone higher in authority, and could be made by using an accurately standardized hydrometer and thermometer. This, then, would provide an accurate gauging, and would, no doubt, enable you to check any waste that might otherwise obtain, as well as give you the assurance that glue is being used in strict conformity with your instructions, which instructions of course will have been based on a scale of cost per square foot of surface glued, such scale obtained when deciding on the glue in use.

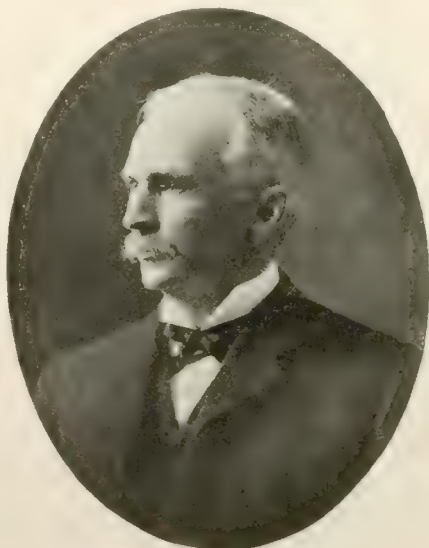
In this connection permit it to be said that should, for any reason, glue solution remain at the close of the day's work, draw it off in a stock receptacle, such as shallow pans, which will permit of its cooling off and allow same to be utilized next day, without in any way hazarding the quality of fresh glue made for the new day. Where this is not done we have known it to happen, and not infrequently, that a leaky valve permitted of enough steam to enter the jacket to sour the glue contained therein, and when you add to this really decomposed substance good fresh glue the next morning, you do not and cannot hope to obtain the same desired satisfactory results that will be realized if the unused glue is drawn off as before men-

tioned. Too much importance cannot be attached to this particular point, and I believe a good many of the manufacturers of glue appreciate this to be the prime cause of many complaints where all the blame is laid to the inferior quality of the glue.

Perhaps someone would suggest the introduction of a preservative. This, however, will positively deteriorate the adhesive properties of the solution, as well as to encourage a tendency to foam or cause a chemical reaction even more damaging.

Let it be understood that manipulation on the part of the glue manufacturer to give extreme weight in a given volume, in order to meet the requirements, is impractical, if not indeed impossible, where maximum body and adhesiveness and other working properties enter into consideration, as they of course must be adapted to veneer laying purposes.

It would, perhaps, not be amiss to mention at this point that there is positively no known standard system affecting scientific tests of glue for any purpose, and while we may have been placed in touch with many so-called glue scientists, we have yet to find one whose statements are not in themselves provably self-contradictory. It is the practical application of glue to a specific class of work that brings out



S. B. ANDERSON, MEMPHIS, TENN., DIRECTOR.

both the good and the bad properties in the various glues, and the larger the number of the great faults eliminated and minor faults minimized is, in our opinion, the glue for the user to choose. And to decide these requirements no expert with greater capacities than those permitting of quick development in any one of you is necessary.

Temperature, too, is an important consideration that should be regulated, but must be done in conformity with conditions obtaining in each particular plant, for in each factory conditions prevail peculiar to itself. For a glue manufacturer to prescribe at what temperature his glue is to be used is, I believe, erroneous, and this practice should be refrained from. As all will readily see, the southern manufacturer, who experiences warmer and more humid temperatures, will require less heat in his glue solution than will a manufacturer located in a northerly climate, in whose plant the temperature is naturally cooler and less humid; and where, as a consequence, the heat emanating from the glue is much more quickly absorbed, due to the greater difference in temperature between the glue and the atmosphere surrounding it.

My observation leads me to say that if I were personally interested in the use of glue in the

manufacture of any one article I would make my standard of temperature 130° Fahr. This degree of temperature, however, approaches the danger point in using glue, and I would not advocate using it at this temperature without some personal study and observation. However, if time and study are devoted to the subject it will be found that less glue is required and less glue shows through than where same reaches the veneers at a higher temperature. Of course, the temperature of cauls must also be taken into account. As a matter of fact, I believe they are often the cause of glue showing through where the thinness of glue solution is given as the fault.

While dwelling on the subject of temperature, let us note that the matter of draught in the glue room is often responsible for glue troubles, for once a skin has formed on glue all the hot cauls you apply will not give you what you have lost in allowing the glue to set.

Getting back to the mechanical conditions of flake vs. ground glue, much can be said on this point, and the few remarks given to the latter would illustrate what seems to me affords considerable advantage in the use of same in this the ground form.

Inasmuch as uniformity of mechanical condition plays so important a part in the successful use of this substance, the best possible reason would perhaps be the one that glue makers, without exception, can maintain uniformity in ground glues to a greater degree than otherwise, for it permits of their overcoming mechanical defects which really do not affect any of the essential working properties of the glue. Of course, you are too practical and considerate to allow the thought to suggest itself that in ground glue you are more liable to be taken advantage of. For no doubt you appreciate that even though possessed of no higher motive, with the great number of competitors we glue makers encounter, there are not any of us who could successfully and profitably manipulate ground glues, for it is the manner in which the article does your work and continues to do it that interests you; our every aim, then, is to maintain a uniform working quality throughout. Unfortunately there are some who know not how, but these same unfortunates are as disadvantageously situated on the flake or broken glues.

A further advantage in the use of ground glue is the time required to soak it, which many of you appreciate is not ten per cent of that required for flake glue, and to such of you who have not been soaking flake glue, ground glue offers even added advantage. In other words, the advantage of ground glue is brought about by the fact that a given quantity of any ground glue will absorb water more readily than the same quantity of the same quality of flake glue, due to the fact that a much greater area of surface of ground glue is exposed to the action of the water than is possible in flake glue, no matter how much longer flake glue is allowed to soak.

We have tried, of course, only in a general way to repeat what has suggested itself to us from time to time, being mindful, however, to confine ourselves strictly to our own phase of the glue subject, and I am indeed hopeful that some good may have come to everyone here when reflecting what has been mentioned. This, then, will have accomplished the object and purpose of my remarks, and assuring you it affords me great pleasure to be with you at this time, I am, gentlemen, duly appreciating your kind attention.

W. E. Bonesteel then gave the following interesting and instructive address on knives:

#### W. E. Bonesteel on Knives.

Mr. President and gentlemen of Veneer and Panel Manufacturers' Association: The subject "Knives, Their Use and Abuse" is one that might consume the greater part of a day, but I will



not take up more than ten or fifteen minutes of your time.

**Knives—their use.** On this I do not need to say anything, as you all know for what purpose we want to use each one of them. If they will not cut as you have a right to expect, someone is to blame—either the knife maker or the user. As knives can be made to meet almost any requirement, and if skillfully used will invariably give profitable results.

Two things are very necessary to make veneer knives satisfactory. First, good steel must be used. It must be of a proper temper or carbon, and should be specially made for the purpose. Poor steel that is suitable to make a veneer knife would make as fine a razor as can be made. Second, the most important element, which is the proper temper. It is very essential that the knife maker should know for what work the knife is intended. Too much is taken for granted by the user of the knife. For instance, a knife tempered just right to cut gum veneers will not cut quartered oak so that you could make a reputation for good stock. A knife that would work successfully on a machine running from sixteen to thirty revolutions per minute would not do as good work or stand to the work if run at fifty to seventy revolutions. I never saw but one machine running seventy revolutions per minute—that was on butter dish stock, and they are not running that fast today.

Now for the abuse. For over twenty-one years I have been the "trouble man" of the Worden Tool Company. In that time I have had some very funny and some very trying experiences. I am going to tell you some things that you may not like to hear and may not believe, but they are plain truths.

Over ninety per cent of the trouble with veneer knives comes from their abuse, and most of the abuse is confined to the grinding room. There are so many ways that they are abused that I hardly know where to begin.

The better the knife, the easier it is spoiled in grinding. In cases where the temper is drawn in grinding, the evidence is nearly always removed to the next time the emery wheel passes over the knife. That is as far as you can discover with the eye, but if you will try the knife with a file you will notice how soft it is. If you will take a hammer and strike the edge lightly, the edge will turn over completely, while a little farther along on the edge it will file hard and break out at the touch of the hammer.

Many veneer mills have the very latest and best veneer cutters that can be bought and everything first class, all but the grinder—that is only to sharpen knives. They buy something that has an emery wheel that goes around, and the knife passes back and forth past the wheel or vice versa. Sometimes there is a water attachment. In fact, any old thing that will grind is good enough. However, this would not be so bad if they will give you a good emery wheel with the grinder, but that is very apt to be as cheap as the machine. If the emery wheel is too hard it will either draw the temper or cause a number of fine cracks to appear in the face of the knife. Either the knife edge will turn over if the temper is drawn or break out if the cracks appear. It is not always the case that the knife breaks out the first time it is used after grinding. Sometimes it is weeks or months before the trouble begins.

Some grinding machines are fitted with a cast-iron box or tank to hold water, with a small pump to force water up to the emery wheel. This idea is all right so long as oil and grease do not get into the tank, but just as soon as oil gets into the tank and is pumped to the emery wheel, that wheel begins to glaze, heat and burn. After oil has once reached the emery wheel it is next to impossible to keep the face from glazing, and this is one of the ways to ruin a knife. Frequent use of the emery wheel dresser is the only remedy.

There are as many grades and qualities of

emery wheels as you find grades and qualities of veneers. Emery wheels should be free-cutting, and free-cutting means that they wear out much faster than the wheels that are hard and will glaze and heat.

You can run your emery wheel too fast—so fast, in fact, that it will not cut. It makes quite a difference if you are grinding brass, cast iron, or hardened steel, as to the speed you should run the emery wheel. One veneer man I know ran his wheel about 650 revolutions, while his neighbor ran his 800 revolutions. The man running 650 ground his knife perfectly in three and one-half hours, while his neighbor ground seven and one-half hours and then stopped because he had cracked his knife and ruined it. Both knives were the same size, and same make of grinders.

Another veneer manufacturer who had one of the best grinding machines made placed it right in front of the windows where he had plenty of light which came just where it was wanted. He also had a man who understood grinding and never had any trouble. Suddenly there was a change. He could not get knives fast enough to keep him running, and as usual in such cases the knife got the blame. We investigated and found that the grinding machine had been removed into a dark engine room, where the grinder had to use a torch, such as foundrymen use, to get around the machine, and a common laborer at about \$1.75 a day had been picked up to watch the grinding machine. The result was that it cost about \$400 to replace the knives ruined, to say nothing of the time lost and veneers that were probably ruined. We also found that they had bought an emery wheel that was everlasting, one so hard that it would never wear out. The knives were cracked so that pieces from four inches to ten inches long by three-fourths of an inch deep broke from them, and in some places the knives showed spots that were blued three-fourths of an inch to one inch deep. This is perhaps the worst case that ever came to our knowledge, but there are similar cases where trouble comes from want of proper care in grinding.

On the other hand, I know of a number of large users of veneer knives who have little, if any, trouble with knives being burned or cracked. It is not entirely due to the fact that they buy our knives, but is largely because they have just as good and capable a man doing their grinding as they have running their cutter.

Now, gentlemen, I have here a number of samples of poor grinding, which, without exception, the veneer manufacturer has claimed to be temper cracks, while as a matter of fact in every case they are grinding cracks. Will you please look at some of them before you leave the room, and the next time you have a knife break out examine it first, then look at your emery wheel and question the man at the grinder. If he was in a hurry, or the water ceased to flow while grinding (if only for a minute), or dark blue lines or spots show on the edge, don't blame the knife man, but just order a new knife and try not to crack it.

Any questions you have to ask I will try to answer. Gentlemen, I thank you.

The preceding address concluded the program as prepared, and President Kline requested the report of the Auditing Committee on the accounting presented by the treasurer. They reported that they found no errors and had no criticism to offer, whereupon the report was duly accepted.

#### Discussion of Rates.

Mr. Raymond: The Railroad Committee would like some instructions from the association in regard to what it wants done. Our ideas may not be exactly what some of the members think. I have had a great deal to do with classifications in the last few years and find that it makes no difference whether a car of material is valued at

\$500 or \$10,000, material of the same character, same manufacture, they take it at the same rate, and it is my opinion that if this material that we make is to receive any benefit through classification, we should ask the Interstate Commerce Commission to put it all on a lumber basis, whether it is figured veneer or plain. Mr. Maxwell, one of the agents of the New York Central, has said that it makes no difference as to the value of a car—one valued at \$500 is taken at the same rate as other cars, and I think the classification should include veneer as well as thin cut lumber. Quartered oak is taken at the same rate as plain oak, and there is no reason why quartered veneers should not be taken at the same rate as other lumber, and I would like advice as to what the association wants done in the matter.

Mr. Kline: The position the committee took which had this matter before the Official Classification Committee, as outlined in the remarks I made this morning, was that the product of our mills, without regard to thickness, value or the uses to which it is put, should be classed at not greater than fourth class in less than carload lots and sixth class or even a lumber rate which would be under sixth class, in carloads, and consequently those rates would apply. The inconsistencies in tariffs are fearful and wonderful, and there is no reason why the products of cutting machines should have to pay the high rate that is charged for them now in transportation. I think this association should go on record as protesting with the Interstate Commerce Commission or sending them a resolution to that effect. I would like very much to see it formulated.

Mr. Defebaugh: Inasmuch as this legislation asked for by the Pacific Coast people needs quick action, I would suggest that the committee formulate a letter to be sent to the veneer trade, also resolution to the Interstate Commerce Commission asking for a ruling of the commission, and that the arbitrary action of the railroads be suspended for a time on the question of classification and rate. As I understand it, they have arbitrarily changed the classification on certain classes of stock and the contention of the western people that it is not fair that if they could make money for twenty years on a certain classification, they should take this action now. I believe a letter from every man in the country would influence the matter considerably and help the action of the committee.

#### Report of Executive Committee.

Mr. Dow: Our committee wishes to say that with regard to a permanent secretary would suggest that the matter be deferred for sixty days and taken up with the different clubs of the association, to see if a secretary cannot act for this association as well as for the different divisions, thereby dividing up the expense. It has been suggested that it would be a good idea to have him make headquarters here, inasmuch as he could not make his headquarters with the presidents of the clubs. It has also been suggested that it would be a good idea, too, to have headquarters in Chicago because the secretary could have the privilege of conferring with our present efficient secretary, Mr. Defebaugh, and getting his valuable advice, and as these different clubs meet often, if it is the sense of this meeting to defer this matter for sixty days, it can be then taken up by them and a report made to the Executive Committee, and then they can take action upon it. As I understand it, it is in their hands to engage a secretary if it is found necessary. It is pretty difficult work to engage one who is acquainted with the veneer and panel business, but they thought that by having the same secretary employed by the different clubs he would become familiar in a very short time with the workings of each and it would be better all around.

The action of the Executive Committee with regard to employment of a secretary is approved.



## Report of Committee on Constitution.

The committee on the constitution of the National Veneer and Panel Manufacturers' Association, organized at its meeting in St. Louis, Mo., on the 10th day of January, 1917, has the honor to report to the association. The committee has the pleasure to announce that they have completed their work and have submitted to the association a revised constitution and by-laws. The committee further recommends that the Executive Committee be empowered to select a secretary for the ensuing year, who shall give his entire time to the work of the association, and who shall have a permanent office in the association. Also the establishment of a credit bureau in connection with the secretary's office. The following revised constitution was also presented, and by a temporary suspension of Article IV the report of the committee was acted upon and stood approved.

## ARTICLE I.

## NAME.

The organization is to be known as The National Veneer and Panel Manufacturers' Association.

## ARTICLE II.

## OBJECTS OF THE ASSOCIATION.

The objects of this association shall be the promoting of more intimate social relations between manufacturers, the encouragement of more candid business relations, the interchange of views relative to economics in manufacture; the gathering and dissemination of statistics relative to articles manufactured, the recommendation of a uniform standard of grading and inspection of articles manufactured, the securing of mutual benefits and the promotion of mutual interests in all lawful ways.

## ARTICLE III.

## MEMBERSHIP.

The membership of this association shall consist of individuals, firms and corporations in America engaged in the manufacture of veneer and panels. The right to sit in executive session and to vote shall be accorded to members only.

All applications for membership shall be made in writing to the secretary.

## ARTICLE IV.

## OFFICERS.

The officers of this association shall be a president, three vice presidents, a secretary and a treasurer, who shall be elected annually to serve until their successors are elected and qualified; and a board of seven directors, elected at the annual meeting of the association to be held in December, 1907—four directors to serve one year and three to serve two years; thereafter vacancies shall be filled for two years as terms expire.

The president shall appoint an Executive Committee composed of one vice president and three other members, who shall serve one year.

## ARTICLE V.

## DUTIES OF OFFICERS.

President—It shall be the duty of the president to preside at all meetings of the association; to issue calls for special meetings when necessary and to appoint committees. He shall be *ex-officio* a member and chairman of the Executive Committee.

Vice presidents—It shall be the duty of the vice presidents, in their order to perform the duties of the president during his absence or disability.

Secretary—It shall be the duty of the secretary to keep the minutes of all meetings of the association, Board of Directors and of the Executive Committee; to collect and keep strict account of all dues and assessments; to turn same over to the treasurer; to issue proper notice of all meetings; to prepare a report of the doings at his office and submit same to the meetings of the different bodies, and to perform such

other duties as may be required by the office or committee. The secretary shall be elected or appointed by the president or the Executive Committee.

Treasurer—It shall be the duty of the treasurer to receive from the secretary and take care of the funds of the association, giving receipt for same; to pay all bills when audited by the secretary and president, and if so required by the Board of Directors, to furnish bond satisfactory to them at the expense of the association.

Board of Directors—The Board of Directors shall be vested with the full power of the association, save at such times as the association is in session.

Executive Committee—The Executive Committee shall engage such employees as may be necessary to carry on the work of the association, and fix their salaries and have full power of the association except at such times as the Board of Directors or the association is in session.

## ARTICLE VI.

## ELECTIONS.

The election of officers shall be held at each annual meeting of this association; each member present shall be entitled to one vote, and the election shall be by ballot. A majority of the members voting shall be necessary to an election.

## ARTICLE VII.

## VACANCIES.

In case of a vacancy in the directorate, or in any official position, the same shall be filled by the Executive Committee for the unfinished portion of the term of such director or officer.

## ARTICLE VIII.

## MEETINGS.

Association—There shall be two meetings of the association per annum, the exact dates and places to be fixed by the Executive Committee, the annual meeting to be held the second Tuesday in December, and the summer meeting to be held the second Tuesday in June. Notice of such meetings to be mailed to the members of the association at least thirty days prior to the holding thereof.

Directors—There shall be at least two meetings of the Board of Directors per annum, held just prior to the semi-annual meetings of the association.

Executive Committee—There shall be at least two meetings of the Executive Committee per annum.

Special—Special meetings of the association or the Executive Committee may be called by the president, or special meetings of the directors may be called by the chairman at any time, due notice to the members being required as above.

Mail Vote—When the president shall deem it inexpedient to call a special meeting of the association or the Executive Committee, or when the chairman shall deem it inexpedient to call a special meeting of the directors, he may take a vote by mail on any question on which an expression is deemed necessary.

## ARTICLE IX.

## SALARIES AND EXPENSES.

All officers and directors of the association shall serve without compensation, except the secretary, whose compensation shall be fixed by the Executive Committee. The expenses incurred by the officers and directors of the association in attending other than the regular semi-annual meetings and in carrying on the work of the organization, shall be paid by the association when approved by the Executive Committee.

## ARTICLE X.

## QUORUM.

Twenty members shall constitute a quorum of the association.

Five directors shall constitute a quorum of the Board of Directors.

Three members shall constitute a quorum of the Executive Committee.

## ARTICLE XI.

## COMMITTEES.

The following committees shall be appointed by the president, all to serve for one year:

Executive Committee—A committee composed of National Veneer and Panel Manufacturers' Association, consisting of three members.

Committee on Constitution and By-Laws, consisting of three members.

Auditing Committee, consisting of three members.

Committee on Resolutions, consisting of three members.

Entertainment and Program Committee, consisting of three members.

Committee on Arbitration and Grievances, consisting of three members.

Committee on Classification and Grading, consisting of three members.

Committee on Costs and Valuation, consisting of three members.

Committee on Membership and Credentials, consisting of three members.

## ARTICLE XII.

## DUES.

The dues of members shall be \$10 per annum, payable in advance. Members shall sign the constitution, and also be liable for such assessments as are levied by the Executive Committee, such assessments, however, not to exceed \$25 per annum.

All assessments shall be due and payable within thirty days after notice shall have been mailed to members.

## ARTICLE XIII.

## SUSPENSIONS.

The Executive Committee may suspend any member for non-payment of dues, assessments, or for any cause deemed sufficient by it.

## ARTICLE XIV.

## AMENDMENTS.

These articles may be amended at any meeting of the association by a two-thirds vote of the members present and voting, and no amendment shall be considered at any meeting unless a written notice of the change proposed shall have been given to the secretary at least thirty days previous to such meetings, and unless written notice of such proposed change shall have been mailed to members at least fifteen days prior to such meeting.

## Railroad Committee Presents Resolution.

Mr. Raymond offered the report of the Railroad Committee, which was embodied in the following resolution:

Whereas, The interstate commerce law now in effect does not contain any provision whereby a hearing is required before a change in any interstate freight rate may become effective, and

Whereas, Experience has fully demonstrated the urgent necessity for an amendment to remedy this serious defect; therefore, be it

Resolved, By the National Veneer and Panel Manufacturers' Association, that at the coming session of Congress an amendment shall be offered and strenuously urged, providing substantially that when any railroad company seeks to advance or lower any interstate freight rate or change the classification of any commodity, it must, if objection be made thereto, receive the approval of the Interstate Commerce Commission before such rates or changes in the classification shall become effective. Be it further

Resolved, That a copy of these resolutions be sent to every senator and representative in Congress, and that every mill owner, manufacturer and shipper in the United States be asked to cooperate wherever possible in the passage of this amendment to the interstate commerce law.

The resolution was approved and adopted.

Mr. Raymond, With regard to classification, the committee feels that instructions should not be given them, but they should be left to carry it out as they see fit either through the Interstate Commerce Commission or other sources.

Mr. Kline: If there are no objections, the matter will be left to this committee, which I assure you is a capable one, and which will see that everything will be done that is desirable.

On the first of the organization is put to any expense on the part of any long it will be at the expense of the association.

#### Election of Officers.

The Nominating Committee brought in the name of D. W. Williamson for president, but Mr. Williamson declined the office, stating that he was not in any way interested in two of the important features of the association—the panel business and the quartered-oak business, and that his hearing was somewhat defective and he did not care to preside for that reason.

The association made every effort in its power, both constitutional and unconstitutional, to reelect D. E. Kline to the office of president, which he has filled so capably and judiciously since the organization of the association, but he declined decisively:

Mr. Kline: This is all entirely out of order, gentlemen. It is a fine thing for you people, with as much intelligence as I see before me here, to insist upon keeping one man in that office! I have positively declined a third term. There, close and I stand together on that. I don't know whether Theodore means it as much as I do, but I positively decline. I must be relieved of the duties of this office. On the other hand, I am not Bill Bryan; there are other men besides Bryan that the Democratic party can nominate. Now you nominate somebody else and elect him!

After much spirited and amusing discussion two tickets were presented, on which the opposing candidates for president were Burdis Anderson and Charles H. Barnaby. The latter announced that whoever presented his name did it as a joke only, and he wished to assure the association that if it elected him that part would be a joke also.

Balloting showed the election of Mr. Anderson as president by five more votes than Mr. Barnaby received. The roster of new officers stands as follows:

President, Burdis Anderson.

First Vice President, J. A. Underwood.

Second Vice President, D. W. Williamson.

Third Vice President, L. P. Groffman.

Secretary and Treasurer, E. H. Defebaugh.

Mr. Defebaugh was unanimously voted an honorary member of the association, without dues, that he might accept the office of both secretary and treasurer under the new constitution.

The new Board of Directors consists of the following: S. B. Anderson, M. C. Dow, B. W. Lord and D. E. Kline to serve two years; R. C. Dayton, P. B. Raymond and E. W. Benjamin to serve one year.

It was decided to allow the Executive Committee to name the place of the next meeting of the association. An invitation was presented by the newly elected president to meet at Munising, Mich., in June. Their decision will be announced in future.

No further business being presented, the meeting adjourned.

#### Appointment of New Committees.

Before leaving Chicago President Anderson announced the appointment of his committees for the ensuing year. In his selection of the Executive Committee Mr. An-

derson has incorporated an excellent idea, and one which will doubtless establish a precedent for the future. It will be noted that he has named as members of this important committee, a vice president of the association, the chairman of the Veneer Manufacturers' Club, the chairman of the Quartered Oak Club, and the chairman of the Panel Club. This will not only insure the business of the committee being handled by men who occupy authoritative positions in their respective lines of trade, but will greatly facilitate the work of the permanent secretary, to be employed in future.

The committees are as follows:

#### EXECUTIVE COMMITTEE.

B. Anderson, chairman.

L. P. Groffman.

P. B. Raymond.

J. D. Maris.

L. P. Sawyer.

#### NOMINATING COMMITTEE.

D. W. Williamson, chairman.

Walter G. Bass.

A. E. Gorham.

COMMITTEE ON CONSTITUTION AND BY LAWS.

S. B. Anderson, chairman.

R. S. Bacon.

O. M. Pottit.

#### AUDITING COMMITTEE.

George A. Baker, chairman.

W. S. Walker.

M. W. Perry.

#### COMMITTEE ON RESOLUTIONS.

W. H. Roddis, chairman.

H. M. McCracken.

J. W. Clinard.

#### ARBITRATION AND GRIEVANCE COMMITTEE.

D. E. Kline, chairman.

C. H. Barnaby.

E. W. Benjamin.

#### ENTERTAINMENT AND PROGRAM COMMITTEE.

E. H. Defebaugh, chairman.

C. Fred Yegge.

W. G. Munyon.

#### MEMBERSHIP AND CREDENTIALS COMMITTEE.

M. C. Dow, chairman.

R. C. Dayton.

J. W. Roche.

#### COSTS AND VALUATION COMMITTEE.

B. W. Lord, chairman.

F. Eggers.

W. T. Thompson.

#### CLASSIFICATION AND GRADING COMMITTEE.

D. W. Williamson, chairman.

J. D. Maris.

D. E. Kline.

#### Attendance.

C. B. Allen, Allen Panel Company, Johnson City, Tenn.

Burdis Anderson, Great Lakes Veneer Company, Munising, Mich.

S. B. Anderson, Anderson-Tully Company, Memphis, Tenn.

George A. Baker, Jamestown Panel & Veneer Company, Jamestown, N. Y.

R. S. Bacon, Bacon-Underwood Veneer Company, Mobile, Ala.

C. H. Barnaby, Greencastle, Ind.

W. G. Bass, National Veneer & Lumber Company, Indianapolis, Ind.

E. W. Benjamin, Cadillac Veneer Company, Cadillac, Mich.

S. G. Boyd, C. C. Boyd & Co., Cincinnati, O.

W. E. Bonesteel, Worden Tool Company, Cleveland, O.

W. C. Calhoun, Frost Veneer & Seating Company, Sheboygan, Wis.

C. O. Becker, The Becker Manufacturing Company, Portsmouth, O.

H. J. Cutsinger, Martin Cutsinger & Sons Company, Racine, Ind.

J. E. Crandall, Crandall Veneer Company, Brockton, N. Y.

M. C. Dow, Goshen Veneer Company, Goshen, Ind.

R. C. Dayton, Wisconsin Veneer Company, Rhinelander, Wis.

E. H. Defebaugh, "Barrel and Box," Chicago. (Name illegible)

Company, Two Rivers, Wis.

Daniel B. Fox, "The Lumber World," Chicago.

Charles O. Ferguson, "Veneers," Indianapolis, Ind.

D. H. Gowing, Burnsville Veneer Mills, Burnsville, W. Va.

A. E. Gordon, HARDWOOD RECORD, Chicago.

A. E. Gorham, Gorham Brothers Company, Mt. Pleasant, Mich.

L. P. Groffman, St. Louis Basket & Box Company, St. Louis, Mo.

H. H. Gibson, HARDWOOD RECORD, Chicago.

H. A. Hageman, Indiana Veneer & Lumber Company, Indianapolis, Ind.

C. W. Johnson, St. Louis Basket & Box Company, St. Louis, Mo.

C. C. Kemp, Swift & Co., Cincinnati, O.

D. E. Kline, Louisville Veneer Mills, Louisville, Ky.

R. T. Lambeth, Virginia Veneer Company, Keezletown, Va.

Alex. Lendrum, Penrod Walnut & Veneer Company, Kansas City, Mo.

B. W. Lord, Chicago Veneer Company, Burnside, Ky.

J. D. Maris, Indianapolis Sawn Veneer Company, Indianapolis, Ind.

H. M. McCracken, Kentucky Veneer Works, Louisville, Ky.

W. G. Munyan, Virginia Veneer Company, Keezletown, Va.

M. W. Perry, Ahnapee Veneer & Seating Company, Algoma, Wis.

F. J. Palmeter, Merritt Manufacturing Company, Lockport, N. Y.

P. B. Raymond, Adams & Raymond, Indianapolis, Ind.

J. W. Roche, National Veneer & Panel Company, Charleston, W. Va.

H. A. Reinkensmeyer, Swift & Co., Chicago, Ill.

F. A. Richardson, Michigan Veneer Company, Alpena, Mich.

E. I. Ross, Park Falls Manufacturing Company, Park Falls, Wis.

W. H. Roddis, Roddis Lumber & Veneer Company, Marshfield, Wis.

J. B. Saunders, Park Falls Manufacturing Company, Park Falls, Wis.

Henry Sherry, Park Falls Manufacturing Company, Park Falls, Wis.

Joseph A. Setter, Setter Brothers Company, Cattaraugus, N. Y.

E. F. Sawyer, Cadillac Veneer Company, Cadillac, Mich.

William Schoenlau, Schoenlau-Kukuck Trunk Top & Veneer Company, St. Louis, Mo.

C. W. Talge, Evansville Veneer Company, Evansville, Ind.

W. T. Thompson, Diamond Veneer Company, Edinburg, Ind.

J. A. Underwood, Underwood Veneer Company, Wausau, Wis.

Mr. Wilson, Pearl City Veneer Company, Jamestown, N. Y.

D. W. Williamson, Williamson Veneer Company, Baltimore, Md.

Howard S. Young, secretary Quartered Oak Club, Indianapolis, Ind.

F. L. Zaig, the Wisconsin Chair Company, Port Washington, Wis.

Stuart Edward White will publish an interesting article in the January American Magazine on "The Fight for the Forests." It will appear as Congress is opening, in the hope that it will assist to awaken the public to the danger of the attacks which are continually being made upon the Forest Service.



# The Drain Upon the Forests.

FOREST SERVICE, DEPARTMENT OF AGRICULTURE, UNITED STATES FOREST SERVICE.

Every American who is abreast of current affairs is aware that the forests of the country are being cut down much faster than they are growing, but few have any very definite idea of just how much more wood is being cut than is being produced, nor of how long it may be, under present conditions and methods, before certain woods, now abundant, will be used up. Such information is not easy to obtain, and it is impossible to give more than estimates of the yearly growth.

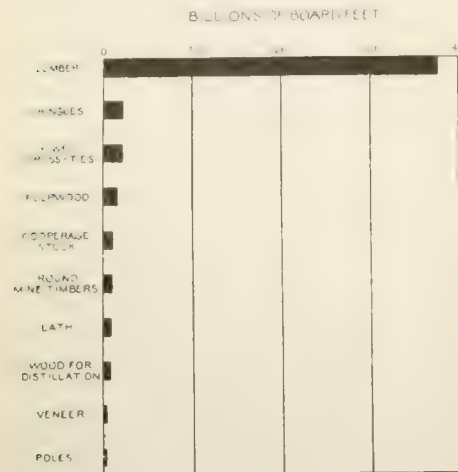


Fig. 1—FOREST PRODUCTS, 1906.

The data given in this circular are based upon statistics of forest products in 1906, compiled by the Bureau of the Census and the Forest Service, with the exception of those upon mine timbers, which were collected by the Forest Service and the Geological Survey for the year 1905.

Figure 1 shows the output of forest products in 1906, all classes being reduced to equivalent board feet for more ready comparison. Roughly, three times as much timber is used for lumber as for all the other

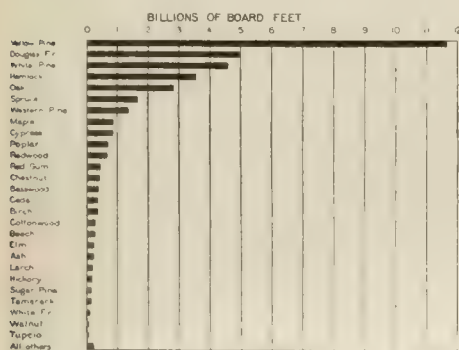


Fig. 2—LUMBER PRODUCTION BY KINDS, 1906.

items combined. The total quantity of timber used annually for lumber and the other products shown in the table is equivalent to approximately fifty billion board feet.

The cut of lumber by species in 1906 is shown in figure 2. Yellow pine is far in the lead, furnishing 31.1 per cent of the total

amount. The first seven kinds of timber furnish over four-fifths of the total, and no other kind reaches one billion feet of lumber annually. Under lumber is included sawed railroad cross-ties.

The three kinds of lumber which are most largely exported are yellow pine, redwood and Douglas fir, the first going principally to Europe and the others most largely to Australia, the Orient, and South America. In 1906 the exportations of yellow pine amounted to about 8 per cent of the total cut of yellow pine lumber, that of redwood to over 6 per cent, and that of Douglas fir to nearly 8 per cent of the cut. Considering all kinds, the exports of hewed and sawed timber and lumber amounted to about 5 per cent of the total lumber production in 1906.

The lumber cut by states in 1906 is shown

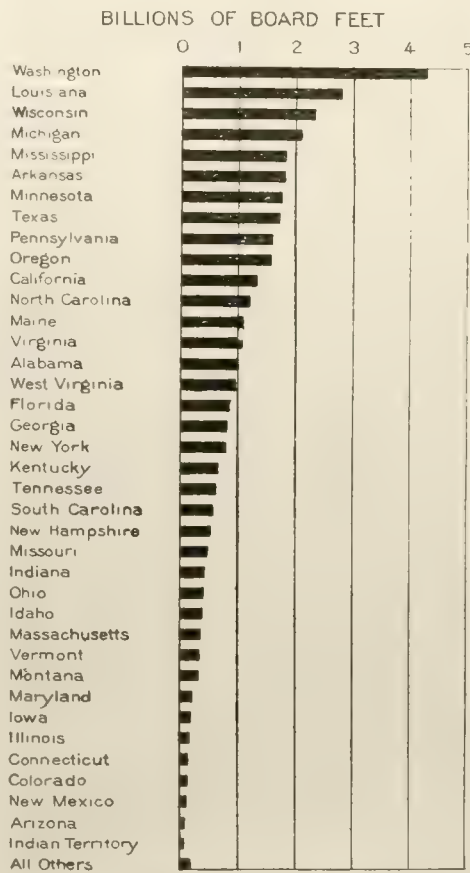


Fig. 3—LUMBER PRODUCTION BY STATES, 1906.

in figure 3. Washington leads, with 11.5 per cent; Louisiana is second, with 7.4 per cent; Wisconsin third, with 6.2 per cent, and Michigan fourth, with 5.6 per cent. The fifteen states which cut over one billion feet each in 1906 supplied nearly three-fourths of the total production.

The proportion of the total lumber production of the United States furnished by nine states in 1880 and in 1906 is shown in figure 4. In 1880 these states produced 52.8 per cent of the total amount, and in 1906

51.5 per cent, practically equal proportions, but the changes which have taken place in the output of individual states are very striking. The cutting out of the virgin timber in the North and East has been followed by increased drains upon the forest resources of the South and West, as shown by the state of Washington, for instance.

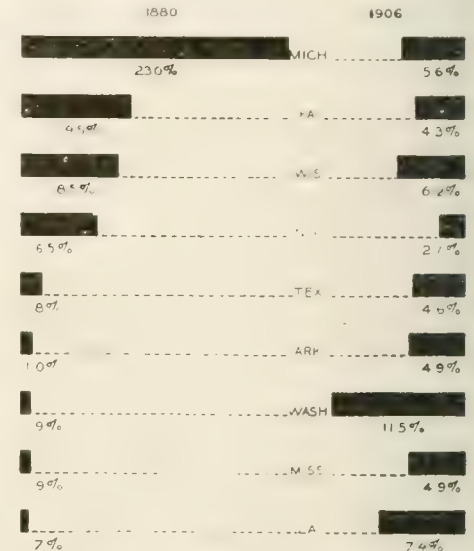


Fig. 4—COMPARISON OF THE RELATIVE PRODUCTION OF LUMBER BY NINE STATES IN 1880 AND 1906.

The hardwood and softwood lumber production in 1906 is shown in figure 5, the softwood cut being over four times the hardwood cut. There has been a very decided change in the ratio of hardwoods to softwoods in recent years. In 1899 the hardwoods furnished nearly 25 per cent of the total, against less than 19.5 per cent in 1906. This has been caused by a greatly increased cut of certain softwoods, together with a strong decrease in leading hardwoods. In the last seven years yellow pine has increased 20.7 per cent, western pine 46.9 per cent, cypress 69.3 per cent, redwood 83.2 per cent, and Douglas fir 186.2



Fig. 5—HARDWOOD AND SOFTWOOD LUMBER PRODUCTION, 1906.

per cent, which far more than counterbalance the decrease of 40.8 per cent in white pine. On the other hand, the cut of the two most important hardwoods, oak and poplar, has

decreased 36.4 per cent and 48.7 per cent, respectively, in the same period.

The total lumber production reported by the censuses of 1880, 1890, 1900 and 1906 is shown in figure 6. The cut has more than doubled since 1880 and it is probably safe to say that, could wholly complete statistics be obtained, at least forty billion feet would be shown at present. The many substitutes for wood that have been proposed, and to some extent used, have not lessened the demand for lumber, as is shown by the fact that the per capita consumption was 360 board feet in 1880 and 440 board feet in 1906. However, the rate of increase in lumber production has been very small in recent years, which indicates that the maximum cut for the country as a whole has been nearly if not quite reached.

No satisfactory data have ever been collected upon the quantity of wood used annually for posts, fuel and domestic purposes. The few statistics available indicate a cut of about 20,000,000 cedar posts in the lake states in 1906, and of course many millions of posts were cut elsewhere.

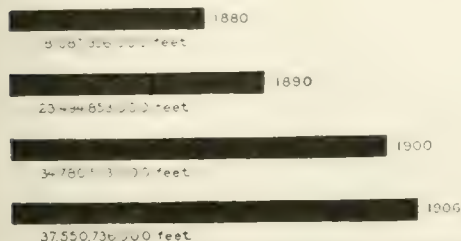


FIG. 6. LUMBER PRODUCTION OF THE UNITED STATES, 1880, 1890, 1900, 1906.

The census of 1880 estimated that the annual consumption of fuel wood was practically three cords per capita. There has unquestionably been a relative decrease in the use of wood for fuel since that time, yet in the absence of further information it would seem hardly reasonable to say that the per capita consumption has been reduced more than one-half. If this be true, we are now using some 120 million cords of firewood annually. In order to be more conservative, however, the amount was estimated at 100 million cords by the Forest Service. The latter quantity is equivalent to some 50 billion board feet.

Much timber is also destroyed or damaged by fires and storms. For example, in the year 1891 it was estimated that twelve million acres of forest land were burned over; and in the fall of 1906 a great deal of timber was thrown down by wind in the Gulf states.

Therefore it will be seen that all statistics and conservative estimates indicate that our

present consumption is at least equivalent to at least 100 billion board feet annually, and possibly much more. Indeed, one leading authority has estimated that the total annual use of wood in the United States is equivalent to 150 billion board feet.

Considering all the drains upon the forests, the annual consumption of wood is probably three times the annual growth. Figure 7 shows graphically the excess of the annual cut over the annual growth, based upon this assumption.

The estimates of standing timber in the United States are by no means satisfactory. The most detailed ones range roughly from 1,400 to 2,000 billion feet.

At present only about 22 per cent of our total forest area is in state or national forests, assuming a forest area of 700,000,000 acres, the remainder being on unreserved public lands or in private hands. The forest area of the United States is amply sufficient, if rightly managed, to produce eventually enough timber to supply all our needs. Yet private owners, as well as the state and national governments, must use their forest lands in a right way if we are to maintain our timber supply.



FIG. 7. EXCESS OF ANNUAL CUT OVER ANNUAL FOREST GROWTH.

The wide divergence in the estimates upon both our wood consumption and our timber supply emphasizes strongly the importance of ascertaining accurately and with the least possible delay the quantity of wood annually consumed for every purpose, how much standing timber we have and where it is, and the rate of growth of all important species. Without this fundamental knowledge, it is clearly impossible to make right and permanent plans for the perpetuation and utilization of our forest resources.

## Dye Woods.

Logwood is one of the many products of the semi-tropical forests that deserve consideration and is of fully as much commercial importance, and even more than some, and yet it is rarely mentioned in the journals devoted to the hardwood interests. A brief description of this valuable wood, which in connection with fustic, brazil wood, mangrove

for the purpose of extracting the coloring matter from the wood and shipping the liquid in casks. This tree rarely grows over forty feet in height and ten or twelve inches in diameter at the base. It has a very small, round or slightly oval shaped leaf, which is about one-half by three-quarters of an inch in size with smooth edges. Several of these are attached to the main stem supporting each cluster of leaflets. The wood is of a reddish cast when first cut, but soon turns black from the coloring substance which exudes from the pores, and when dried on the surface stains the wood a jet black. It was originally used only as a coloring material and for many years principally as a textile dye, but of late years a growing demand for it has been developed in the leather industry and this has been a great stimulus to bringing it out of the forests and it is being brought distances that heretofore were thought impossible.

It is a very heavy, dense wood and does not seem to lighten much by seasoning. The heart wood is the only part of the trunk of the tree that is merchantable, the sap wood is hewn off and discarded as worthless. The larger roots are more valuable, as to the amount of coloring matter they contain, than the wood of the trunk of the tree, and for this reason are taken out of the ground and shipped with the wood of the body of the tree. It is cut into billets from twenty to thirty inches long, or in suitable lengths for convenient storage, and appears to be more or less haggled off at the ends, which is due to the fact that the cutting is mostly done with the machete, an extremely heavy knife shaped much like a corn cutter. The sap or white wood is from one-half to three-quarters of an inch thick and is skelped off in a very crude manner. Most of the body wood is crooked and full of grooves and ridges, the surface being very irregular, and the roots are twisted and lapped over each other in an unshapely manner.

The logwood tree is most prolific and thrives best on wet land or what is called the acacha or logwood swamps. In these localities conditions seem most favorable for its rapid growth and it attains the full size required for cutting in from ten to twelve years. The larger roots of the trees do not go down into the ground much but are spread out over the surface and can be gotten at without any grubbing or removing of dirt. This makes it possible to get vast quantities of the root wood with a comparatively small amount of labor, although it is quite a task to remove the growth of vines and other vegetation that grows over and among them. The principal, and, in fact, the only tools used in getting out logwood is the machete and ax, the former being used much more than the latter, the ax being only brought in play in felling and cutting up some of the larger trees, but the machete is used for all purposes imaginable in the bush, and I have often wondered why saws, some patterns of which would be very handy, are not more in use. Owing to the weight of this wood, and





MANNER OF RAFTING LOGWOOD ON BELIZE RIVER, BRITISH HONDURAS.

being a non floating timber, the transportation of it from the forests to the bar or port where it can be received by the extracting factory, or the ship that carries it to market, is the most difficult problem connected with the logwood trade. The cuttings are usually located as near as possible to streams where there is a sufficient stage of water for rafting, but the timber has been nearly cut out in localities easily reached or near to streams suitable for the transportation of large quantities of this wood. The hauling from the woods to the rivers is usually performed with ox carts, and at some works or more extensive operations where there are other products of the forests to be handled tram roads of considerable length have been built to bring out the various woods to the rivers or the coast.

Where the rivers are of sufficient depth to float them, crib-rafts which draw from three to six feet of water are used. These are built according to the known stage of the water and the cost of transportation is very materially lessened by them on account of the large quantities of material that can be so cheaply handled by them. These cribs are built of the trunks of cabbage palm trees, or a species of giant bamboo. These are cut into logs, or rather sections from ten to thirty feet long, according to the capacity required in the crib, which is sometimes as much as fifteen feet wide by thirty feet long and six feet deep, inside measurement, sufficient to carry about twenty cords of wood. The bottom or floor of the raft is made of these palm logs arranged so as to touch each other and extend across the narrow way of the raft. They are then lashed together with what the natives call tie vine, which is found most anywhere in tropical forests. It is almost as strong and pliable as whang leather and can be found in almost any length up to a hundred feet or more, and any size from that of a shoestring to an inch cable.

When the floor of this floating bin is thus arranged and made fast the side walls are built up of the same material or sometimes of poles of a species of very light wood. These cross each other at the corners and are built up like a pen, with the ends thoroughly lashed together with the vine and firmly fastened to the bottom at the corners and along the sides. These palm logs are from twelve to eighteen inches in diameter and are composed of a hard hull or exterior that is impervious to water and the interior is filled with a spongy, pithy like substance that is very light. The logs are separated by solid partitions at the joints, which divide them into water-tight compartments, and after they have been cut for some time they become dried out and are as buoyant as an empty cask and by reason

of this sustain a great weight. Dorays, batteaus and other native craft are also used for bringing out logwood, especially where the water is not of sufficient depth for floating cribs. Ebony, rosewood, lignum-vitæ and other varieties of non-floating timbers are also transported in this way. It would also afford a splendid and cheap means of bringing out sapodilla, another heavy wood which I believe is destined to become in the near future a recognized substitute for hickory, as it is evident that such a substitute must ere long be found, and the nature of this wood is such that it should completely fill the bill.

When a crib is completed and ready for the cargo it is ranked full of logwood and settles down into the water as it is being loaded to the required depth and is then ready to begin the long, tedious trip of floating many miles down to the sea. Each raft is in charge of a man with a push pole to guide it in the channel of the stream and prevent it from running around. A meager supply of provisions is provided for the trip. The raft is usually steered ashore and tied up during the night, so its pilot who makes his bed on the raft may have an opportunity for sleep.

There is usually seen piled on the main cargo a number of boxes, bales or packages of various kinds of goods from the forests, such as chicklee, rubber hams or medical herbs or barks, as a side line to the real cargo. This enterprise is and has been going on at Belize, British Honduras, for years. There are accumulated at different yards along the river front vast piles of logwood awaiting shipment. Here it is assorted, weighed and graded. During my stay in that city I know of a large steamer taking an entire cargo of probably 3,000 tons of this wood for the English trade, and other partial cargoes were taken to the same market.

The mangrove is a tree in many respects



ASSORTING LOGWOOD AT BELIZE, BRITISH HONDURAS.



smaller to logwood, although it is valuable as producing an extract for tanning rather than a coloring matter. It is found all along the shores of the tropical countries. It takes root in the mud or silt and forms dense forests even to the verge of the water, and below high water mark. The seeds germinate even while attached to the branches. The roots take nourishment from the brackish water which oozes through the earth below the surface, as it usually grows in close proximity to the sea. The fruit has a ruddy brown shell and a delicate white pulp within, which is sweet and edible—in fact, it is considered a delicacy by some. The bark is a powerful astringent. Mangrove is usually felled during the autumn months, the pieces or sticks being cut about four feet long or about like cordwood. It is always left in the round and ranges from two to six inches in diameter. The bark does not slip or peel off like tan bark, in large fitches, but adheres tightly to the wood and is hewn or chipped off with a hand ax by the natives, who work patiently at the laborious task for a very small remuneration. It is then dried and sacked and is ready for shipment. Brazil wood is so named

from the word brazil, meaning a live coal or glowing fire, and, as its name implies, is of a bright or fiery red color. It is said that King Emanuel of Portugal gave this name to the great country in South America, Brazil, on account of its forests containing such vast quantities of this wood. It grows in other tropical countries, however, besides Brazil, and is used in manufactures for dyeing red.

Another dyewood is fustic, a shrub rather than a tree, which produces a beautiful yellow or orange color. It is used very largely in producing the khaki shades upon cotton and woolen fabrics. It is not of value in its wild state, like the other dye woods, but has been developed by cultivation and is being produced in this way in the island of Jamaica and other places. The price of dye woods, especially logwood, has increased and there is more, both of the raw material and the extract, being produced now than ever before. The capital invested in these enterprises is much greater than any one would think who has not investigated or studied the matter, and notwithstanding the introduction of aniline and coal tar colors, these old dye woods are still a growing factor in the trade.

J. V. HAMILTON.

## Wood Dishes.

There is always a very lively demand for various descriptions of wooden dishes. The bakeries buy a great many wooden plates every season for pies. Butter manufacturers and distributors consume thousands of dozens of wooden dishes annually.

While wood of tough, elastic and firm fiber should be chosen for the manufacture of hardwood dishes, we often find that some very inferior woods are used. In fact, some of the so-called hardwood dishes are made from cheap grades of softwoods and finished and polished like hardwoods. White woods, beech, maple, etc., are used extensively. Maple is preferred, but this wood cannot be

obtained in every community readily and other varieties are often used. The object is to get a firm dish, free from any odor of the wood. Numerous samples of wooden dishes shaped from various woods are made, but are not marketable except for special purposes, due to the odors of the wood adhering to the fiber, regardless of baths to remove it. The wooden dish intended for butter, lard or other article of food, must, of course, be devoid of any taint. Neither can there be any substance in the wood which might discolor foods.

There is much to be considered in the selection and assorting of the wood to be

used and in the making of the dishes. Many dishes are placed aside as "seconds," even though made from the right wood, if they show knots or adhering pitchy substances, rendering the dishes unfit for placing among the choice or first selection. The seconds sell at reduced prices and are used for packing materials that are not affected by odors.

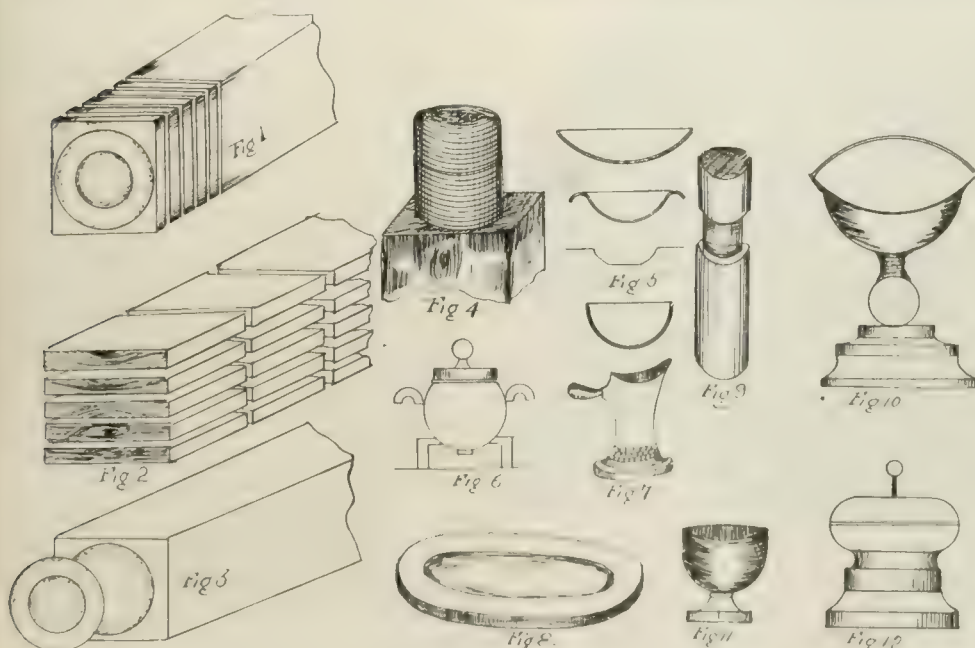
Wooden dishes are being used for many purposes aside from that of packing for commercial ends. They may be seen in use in the "hurry-up lunch rooms," where the thin, cheap plates are used once and thrown away. People making auto trips buy lunches put up with wooden dishes for use en route. Tourists do the same.

As to the manufacture of hardwood dishes, after the wood is selected it is cut into convenient shapes for handling. There are two essential divisions of the work, one of which involves a cutting-out operation to make the form of the dish, and the other involves a pressing or squeezing operation, by which the form of the dish is compressed into shape. Then there is the veneer dish, fastened together at the corners with wire staples. The logs for the making of the cut dishes are taken to the mill and blocked off into fitches, either in the form shown in Fig. 1 or in Fig. 2. Or the dishes are cut out one by one from the solid block, with cutting blades, so that they are separated singly, as in Fig. 3. The blocks from the processes in Figs. 1 and 2 are intended for the turning of substantial wood dishes for table purposes. The thin butter and pie plates are made from veneer in quick time, or turned out from the solid piece with special machinery.

When the blocks are furnished as in the first views, an opportunity is given workmen to produce some artistic dishes for table purposes. In recent years there has been a large call from wealthy people who desire to fit out rustic rooms in country residences where the furniture is made of rough lumber with the bark left on. Such an equipment usually includes some artistically engraved hardwood dishes, which are purchased plain, as a rule, and are turned over to the wood engraver to ornament.

Automatic cutting machines are of course doing away with much of the handiwork formerly required. These machines can turn out good plates at high speed. There is a gripping contrivance on the carriage and this device holds the block and feeds it. The knives cut the disks from the face of the block, one after the other, something after the order shown in Fig. 4. In Fig. 5 are shown different types of dishes required by the present market. There are many special designs needed every season, according to the requirements of the packers and the housewives who use wooden dishes.

Frequently the automatic machinery has to be dispensed with in order to fill certain orders for urns of the style shown in Figs. 5 and 6. Manufacturers of certain goods may desire a special type in which to pack goods for the market. They are always look-





ing for packing contrivances that will catch the public. Hence we find in every first-class wooden dishmaking establishment a room in which special packages are modeled for the patent medicine man or the dealer in articles which require attractive packing for the retail market. Often trifles are purchased for the sake of getting the package. A certain candy is selling very freely throughout the country just now because many children want the handy, little barrel used for packing.

In Fig. 8 is shown one of the heavy dishes

## How Shoe Lasts and Last Blocks Are Made.

We were all born barefooted, but nearly every man, woman and child in the United States wears shoes. There may be a few in this country who do not; some of the southern darkies go barefooted and some of the Indians in the South and Southwest still cling to their moccasins; but the civilized citizens of the United States, and we might say of the world, wear shoes. They are nearly all made over lasts and the manufacture of these lasts is a comprehensive business and one of the large manufacturing interests of the country.

Most lasts are turned from maple last blocks—a few from persimmon—but in comparison with the number of shoes worn few lasts are needed. The reason is that while many millions of shoes are made every year in the United States, it requires less than three million pairs of lasts to take care of the enormous shoe business, because many pairs of shoes are made over the same last.

The finest and most select hard maple is required. It must be straight-grained, free

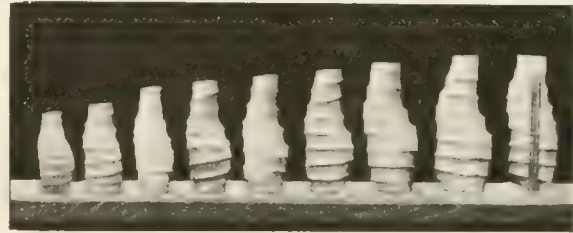
turned out of hardwood and finely polished. Some of the walnut and cherry dishes of this order are very pleasing to look upon; they are used as bread or salad dishes on dining tables. Fig. 9 is one of the little wooden tubes of which many are made every year. There are a few stand-dishes like that exhibited in Fig. 10 manufactured, also drinking cups, as shown in Fig. 11, and covered devices of the class shown in Fig. 12. The field is unlimited, and many manufacturers are making money from the production of wooden dishes and packages.

though all do not have the improved and up-to-date machinery and use the special methods in the drying and handling of the blocks.

This business was established in 1883 at Manton, Mich., by George F. Williams; later taking in his brothers, Walter S. and Albert E., and nephew, William A. Hall, and incorporating. Still later the business and capital stock were increased and Clarence F., son of George F., and Mart L., son of Walter S., Bruce Green and Henry M. Billings were taken in. The members of this company, portraits of whom are shown in connection with this article, are all active, practical men in their different lines of work.

The three Williams brothers and William A. Hall are last block experts. This is their distinct specialty and the house has a reputation among users of producing the best last blocks made.

from knots, checks and imperfections. To make lasts, a last block is first required, and this article will treat more especially of



LAST BLOCKS OF VARIOUS SIZES, FROM WHICH THE FINISHED LASTS ARE TURNED.

last blocks, and the way they are manufactured by the Williams Brothers Company, whose factories are located at Manton and Cadillac, Mich., and who are among the largest manufacturers of last blocks in the world. Their method of manufacture is followed in a general way by other manufacturers,

The timber after being cut into logs 12 to 14 or 16 feet long, in the woods, is taken on sleighs in the winter direct to the block factory or to the railroad, thence on cars to the factories and is there sawed into the required lengths for the last blocks by steam drag-saws or heavy circular cut-off saws of special design made for this purpose. They are then split out into blocks and rough turned into the different sizes and shapes on complicated machines of special design and patented.

After the blocks are turned they are taken out into air-drying racks and sheds and seasoned. This air drying requires at least one year and they are racked and rehandled many times in this process of seasoning. After this several methods are required in the secret process of kiln drying, which takes from three to four months' time.

Large drying houses are required in well equipped last block factories. After going through dry kilns the blocks are sorted, inspected, counted into cars and shipped to the finishing last factories as required by them, where they are turned into the different styles of lasts and furnished to the shoe factories.

The percentage of waste is heavy as all knots, shake, checks and other defects make the blocks worthless. One night of neglect on the part of the one responsible for the drying kilns will ruin thousands of dollars' worth of last blocks.

This is a business requiring a great deal of care and attention and can only be conducted successfully by those who have made



PRINCIPALS OF WILLIAMS BROS. CO., OF MANTON, MICH.

Top Row, Reading from Left to Right—Bruce Green, William A. Hall, Henry M. Billings.

Second Row—Walter S. Williams, George F. Williams, Albert A. Williams.

Third Row—Clarence F. and Mart L. Williams.

the capital stock of the mill, and the success of the enterprise has been successful and the small fortunes are being made in the last block business.

Among the most successful makers in this country, and, in fact, the most famous in the West were the makers of specialty of this type are the Williams Brothers Company and the Crawford-McGregor and Canby Company of Dayton, O., whose block factory is located at Gaylord, Mich. A large portion of the lasts used are manufactured in the East, particularly in the New England states. Block factories in the eastern states have the advantage over Michigan mills on account of freight rates; the blocks being heavy and bulky, freight bills are a great item to consider.

As the majority of shoes are made in the New England states the greater number of last factories are located there. However, the superior quality of Michigan maple has enabled the Williams and Crawford plants

to do some business, even in the East. Notwithstanding the high freight rates against them eastern manufacturers appreciate the high quality of Michigan maple, and the superior grade of blocks made from it.

The last business is not one of mushroom growth, but is steady and staple for the concerns who have finally succeeded in mastering the difficulties of the business, which is totally different from any other.

Some basswood blocks are made and are used for fillers, as it is a light, tough wood; these fillers are used largely by traveling salesmen and in shoe samples in show windows. They are turned from the same forms as the lasts, fit the shoes perfectly and give them a fine appearance.

The supply of maple timber in the United States is found principally in northern Wisconsin, Michigan, New York, New Hampshire, Vermont and Maine. Michigan has the finest quality and contains the greatest portion of this valuable timber.

## News Miscellany.

### Curtailment of Production.

In making a recent canvass of various mills the Hardwood Manufacturers Association has found that in Kentucky and West Virginia 62 per cent of the mills reporting to it have shut down and that 63 per cent of the monthly output has been curtailed. It has shut down until January 1, 20 until March 1, and the balance indefinitely.

In the states of Ohio and Indiana, 45 per cent of the mills reporting have shut down and 54 per cent of the monthly output has been curtailed. 3 mills have shut down until January 1, 4 until February 1, 2 until March 1, and the balance indefinitely.

In the St. Louis and Memphis district, including Mississippi Valley south of St. Louis, 75 per cent of the mills reporting have shut down and 70 per cent of the monthly output has been curtailed. 4 have shut down until January 1, 4 until February 1, 2 until March 1, 4 until April 1, and the balance indefinitely.

In the district about Nashville and east to the Cumberland mountains, 75 per cent of the mills reporting have shut down and 63 per cent of the monthly output has been curtailed.

In eastern Tennessee, western North Carolina and the Great Smoky mountains, 72 per cent of the mills reporting have shut down and 50 per cent of the monthly output has been curtailed. 2 have closed until January 1, 2 until January 15, 1 until April 1, and the balance indefinitely.

In Wisconsin and Michigan 65 per cent of the mills reporting have shut down and 80 per cent of the monthly output has been curtailed. 4 have closed until January 1, 3 until March 1, 6 until April 1, 1 until May 1, 4 until July 1, and the balance indefinitely.

In summing up, it is found that 343 mills have curtailed monthly production from the normal, 159,890,000 feet, to 52,058,000 feet, showing the percentage of mills closed down to be 66, and of curtailment, 67 per cent.

A number of those who are continuing to operate have advised the association that they are compelled to do so in order to protect themselves, as the log supply is in such condition that it must be sawed at once, and others are under contract to remove timber from certain tracts in a given time, so that at least 75 per cent of those who will continue running are practically forced to do so.

### Extension Asked.

Miller Brothers, whose hardwood operations at 616 Madison street, Chicago, have been obliged to ask a general extension from their creditors, of twelve, eighteen and twenty-four months. It is understood that creditors representing seventy-five per cent of the indebtedness have agreed to the proposition, and it is believed that the remainder will fall in line.

The firm of Miller Brothers is composed of Milton and Charles Miller, two young and energetic brothers who previous to entering business on their own account were associated with the firm of Holmes & Smith of Chicago. The gentlemen are of the highest moral standing and have an excellent knowledge of the lumber business, which includes a large acquaintance with local and nearby factory trade and their requirements. They commenced business with a capital of somewhat less than \$10,000 and originally opened a small yard at Twenty-second and Centre streets. This yard was discontinued at

financial affairs has necessitated the extension.

It is believed that Miller Brothers' assets are ample to take care of their debts and leave them a fair surplus, and that if they have the handling of their own affairs the creditors will surely be paid in full.

### New Veneer Plant.

the name of a new veneer manufacturing concern that has just completed a plant at Park

Capitol rotary cutter and one Philadelphia Textile Machinery Company's dryer. E. P. Sherry is president of the concern, J. B. Saunders secretary and P. I. Ross manager. A stock of

### Bodley Wagon Co.

The accompanying illustration shows the fine plant of the Bodley Wagon Company, Memphis, Tenn., manufacturers of a complete line of log carts, log wagons, lumber and farm wagons, lumber buggies, dump carts, cane wagons and carts. This firm is doubtless one of the oldest in this country manufacturing this particular line of products, having been established in 1832 at Wheeling, W. Va. Later the company removed to Hampton, Va., and in 1902 to Memphis, where it has been in continuous operation ever since. These changes in location were made so that the plant might at all times be operated near the source of supply of hardwoods, which are used extensively in the manufacture of its products.

The factory occupies a tract of land comprising about twenty acres. The buildings are all of modern construction and are equipped throughout with the latest improved machinery. The main building, which is 120 by 580 feet, is well lighted and ventilated, and contains the wood working department, blacksmith and machine shop, etc., where the different parts of the various kinds of wagons are manufactured. Upwards of 100 skilled workmen are constantly employed, and the annual output aggregates over 500 carloads, which finds a ready sale throughout the southern states, Mexico, Cuba, Central America and Denmark, E. G.

The Bodley Wagon Company's guarantee goes with every shipment made. This concern's rule of good workmanship, good material and courteous treatment has been instrumental in making it one of the largest and best known in its line of business.

The officers of the Bodley Wagon Company are



PLANT OF THE BODLEY WAGON COMPANY AT MEMPHIS, TENN.

the end of two years, and since that time they have been handling mill cuts largely in the South. The immediate trouble comes about by attempting to finance several sawmills and some

men long experienced in the manufacture of wagons, the concern is now under the management of Edward A. Nix, vice president and general manager, and Henry B. Smith, president.



## LUMBER CUT OF THE UNITED STATES FOR 1906 BY STATES AND KINDS OF WOOD.

State or Territory	Number of mills.	Aggregate.	Total soft woods.	Total hard woods.	Oak.	Maple.	Poplar.	Red gum.	Chestnut.	Basswood.	Birch.	Cotton-wood.	Beech.	Elm.	Ash.	Hickory.	Walnut.	Tupelo.	All other hardwoods.
United States	22,398	37,550,736	1,315,991	17,315,991	32,976	862,878	685,132	453,678	407,379	310,838	370,432	263,996	275,601	224,795	211,460	148,212	48,173	47,882	7,581
Alabama	637	1,009,783	943,374	66,409	32,976	862,878	685,132	453,678	407,379	310,838	370,432	263,996	275,601	224,795	211,460	148,212	48,173	47,882	7,581
Arizona	8	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960	56,960
Arkansas	835	1,830,368	1,310,368	520,000	218,896	2,067	5,234	140,819	550	550	550	550	550	550	550	550	550	550	550
California	289	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559	1,386,559
Colorado	138	110,212	108,177	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035	2,035
Connecticut	28	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887	144,887
Dakota	278	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137	888,137
Florida	622	831,675	784,165	47,510	24,050	336	13,106	1,508	2,643	35	35	35	35	35	35	35	35	35	35
Georgia	198	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944	418,944
Idaho	365	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374	141,374
Illinois	830	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694
Indiana	830	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694	48,694
Iowa	931	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747	163,747
Kentucky	424	2,796,395	2,693,711	102,684	17,283	5,038	160,123	26,728	24,865	11	11	11	11	11	11	11	11	11	11
Louisiana	734	1,088,747	1,015,591	73,150	16,301	8,107	2,835	2,588	350	4,485	30,533	2,917	559	12,689	1,781	8,692	5,007	177	177
Maine	222	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098	210,098
Maryland	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Massachusetts	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Michigan	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Minnesota	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Mississippi	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Montana	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Nebraska	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Nevada	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
New Hampshire	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
New Jersey	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
New Mexico	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
New York	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
North Carolina	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Ohio	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Oregon	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Rhode Island	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
South Carolina	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
South Dakota	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Tennessee	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Texas	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Utah	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Vermont	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Washington	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
West Virginia	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Wisconsin	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
Wyoming	18	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483	334,483
All others (Kansas and Oklahoma)	47	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213	1,213

## Lumber Cut of the United States for 1906.

The Forest Service has just issued a circular showing the lumber cut of the United States in detail for the year 1906. On this page is reproduced the totals of the cut of conifers and in detail the cut of hardwoods of all varieties, by states. The data for these figures are based upon reports from 22,398 lumber manufacturers. There is no claim made that the figures presented are absolutely correct for the quantity named, but it is alleged they are close approximations.

Of course the cypress cut, though not included in the table, is of interest to the hardwood fraternity; it totals 839,276,000 feet. In the softwoods yellow pine is still far in the lead as a lumber producer, as it has been for a long time. White pine, which was second until a year or two ago, is now third, and has been supplanted by Douglas fir. Oak has dropped from third to fifth place. The most widely distributed species of hardwoods is in oak, and the reports of oak lumber production in greater or less quantity are noted from thirty-seven states. The several species of oak are not distinguished, since it was impossible to determine with any accuracy the different varieties. The principal species cut for lumber, however, are white oak, red oak, chestnut oak, cow oak, chinquapin oak, burr oak and Spanish oak. Of the total quantity of oak reported for 1906 about two-thirds is classified in the white oak group and the remaining one-third in the red oak group. The total valuation of oak is estimated at \$61,377,266, or \$21.76 per thousand. The cut of oak is decreasing rapidly, as it has fallen off more than 36 per cent in the past seven years. Kentucky now leads in its production, and in 1906 furnished 12 per cent, followed by West Virginia with 11.2 per cent. The next states in importance—all fairly close together—are Tennessee, Ohio, Pennsylvania, Indiana and Arkansas.

More than half the total cut of maple is furnished by Michigan; Wisconsin ranks second, but furnishes little more than one-sixth the quantity produced by the Wolverine state. Next in order come Pennsylvania, New York and Vermont. The cut of maple in Michigan has grown nearly 25 per cent since 1899; an increase in the output of all the other important states has also taken place. The value of the total cut has increased over 80 per cent during the same time.

Cypress reaches its most extensive development in Louisiana, and this state furnished over 68 per cent of the 1906 production. The cut of cypress in that state has more than doubled since 1899.

Three-fifths of the poplar produced in 1906 was furnished by Kentucky, West Virginia and Tennessee. The total cut was valued at \$16,538,260, or an average price of \$24.21 per thousand. The cut of poplar has decreased in every state of importance since 1899. Kentucky has fallen off 41 per cent, West Virginia 33 per cent and Tennessee 52 per cent. This decrease has been accompanied by such a rise in value, however, that the total value of the 1906 production exceeded by \$891,929 that of the much greater output of 1899.

Two-thirds of the total quantity of red gum manufactured in 1906 was furnished by Arkansas, Missouri and Mississippi. The average value per thousand is shown at \$13.46. The cut of red gum for 1906 was less than 1904, so apparently the maximum output of this species has been passed.

Chestnut is another widely distributed tree and the manufacture of the wood was reported from twenty-two states. The average value was \$17.49 per thousand. The leading states in its production are Pennsylvania, West Virginia, Connecticut and Tennessee, which together furnish over half the entire output. The cut of chestnut is increasing, as the cut of 1906 was nearly double that of 1899.

## HARDWOOD RECORD

1906, the value of the hardwood produced in 1906 was almost twice as much as in 1899. The average price shown is \$17.24 per thousand. The cut of hardwood has been steadily declining the past seven years.

Two-fifths of the total lumber produced is furnished by Wisconsin and over one-fourth by Michigan and New York together. The average value shown is \$17.24 per thousand. The cut in 1906 was more than two and a half times that of 1899.

Beech is a wood that has come into prominence so recently that it was not separately reported in the census of 1899 or 1904. Nearly three-fourths of the total quantity is supplied by Michigan, Pennsylvania, New York and Indiana.

The production of cottonwood lumber in 1906 was reported from twenty-eight states, but more than three-fourths of it was cut in Arkansas, Mississippi and Louisiana and more than one-third in Arkansas alone. Only relatively small quantities are produced in the twenty-five other states reporting. The average price is shown at \$17.15 per thousand. The cut of cottonwood is decreasing rapidly.

Three-fifths of the elm produced is furnished by Wisconsin, Indiana, Michigan and Ohio. The production of 1906 was less than half that of 1899. It is probable that the quantity of elm used in the manufacture of slack cooperage stock considerably exceeds that used for lumber.

Ash is cut in small quantities in many states, but none of which is far in the lead. Michigan ranks first and Ohio, Arkansas, Indiana and Wisconsin follow with slightly less percentages. The output in 1906 was 29 per cent less than in 1899. The values ranged from \$20.37 per thousand in Michigan to \$29.50 in Ohio.

The cutting of hickory lumber was reported to some extent from thirty-two states in 1906. The average value shown is \$30.42 per thousand. Arkansas was the leading state in hickory production, with 15.8 per cent of the total, followed by Indiana, Kentucky and Ohio. The cut of hickory lumber reported in 1906 was more than half greater than that reported in 1899, but it does not necessarily follow that there has been an actual increase in hickory production to this extent, as much hickory is cut from small mills from which it seems impossible to get reports.

More than one-fourth of the walnut lumber cut in 1906 was sawn in Indiana; Missouri came second, followed by Kentucky, Ohio, Illinois and Arkansas. The average price shown is \$42.25 per thousand. The cut of walnut has increased by moderate degrees since 1899. Walnut is the highest priced wood cut for lumber to any considerable extent in the United States.

Tupelo is another minor wood which has recently come into prominence. The average price shown in 1906 is \$14.13. Tupelo is closely associated with cypress production and one-fourth the supply comes from Louisiana, with most of the remainder furnished by North Carolina, Alabama, Virginia and Mississippi.

### The Forest and the Leather Industry.

A review of a recent circular issued by the Forest Service shows that no other nation produces half as much tanned, curried and finished leather as the United States, which yields over one-fourth of the world's supply. Six hundred and seventeen tanneries contribute to this output. The raw material includes 108,000,000 hides and skins, including a large number from Argentina. To tan this immense quantity of leather, valued at over \$250,000,000, last year required over 1,250,000 cords of tanbark, worth nearly \$13,000,000, and more than 650,000 barrels of tanning extract, worth \$8,700,000.

Over two-thirds of the tanbark consumed comes from hemlock, and over one-fourth from oak; chestnut and other woods contribute the remainder. More extract is secured from chestnut,

however, than from all the other woods combined. A small quantity of extract of a little over a thousand barrels comes from the roots of palmetto.

Although the tanning industry is widely distributed over the United States, the greater part of it is carried on in the states of Pennsylvania, New York, Michigan and Wisconsin, which use more than two-thirds of the tanning materials consumed. Pennsylvania alone consumes over 900,000,000 pounds of bark and extract worth \$8,000,000, or thirty-seven per cent of the total value.

Since 1900 the quantity of tanbark used has fallen off fifteen per cent, although its value has increased. During the period the consumption of extract increased from 67,000 to 660,000 barrels a year, of which nearly 90,000 barrels were imported. Relatively small quantities of hemlock bark were imported from Canada, and of mangrove bark from the West Indies and Africa. In weight, four times as much quebracho was imported in bark as in extract form, but the value of the two forms was about the same.

Bark brought the lowest price in New Hampshire, and the highest in Oregon, with an average of \$9.30 per cord. More than in bark the price of extract varied widely according to the material from which it was manufactured. The extract of quebracho, a tree of Mexico, Central America, South America and the West Indies, from which seven-eighths of all imported tanning materials are secured, had an average price of \$18 per barrel; and hemlock brought \$12.60 per barrel, oak, \$10.00 per barrel, and chestnut, \$9.12 per barrel.

### Wood Distillation Statistics.

The statistics of hardwood distillation which the government has compiled for the year 1906 were based upon reports from eighty-six plants, while those for 1905 were from sixty-seven plants. The number of plants has not increased but the statistics cover the field more completely.

The average cost of wood is highest in Pennsylvania and lowest in Michigan. While both

for this purpose, the former offers a readier market for wood and consequently it brings a higher price. In the destructive distillation of hardwoods Michigan, Pennsylvania and New York are the important states, as will be shown by accompanying tables. In quantity of wood used and in charcoal produced, Michigan leads; while in the production of crude wood alcohol and gray acetate of lime, Pennsylvania is first.

Michigan uses more wood, but obtains from it a very low average yield of both acetate of lime and alcohol, but a fairly large amount of charcoal. Wood alcohol and acetate are by-products that can be saved in their entirety only by the use of the most improved processes of distillation—air-tight retorts and carbonization of the wood by indirect application of heat. Charcoal, on the contrary, can be obtained in large quantity by almost any process of carbonization. At present most of the Michigan wood is carbonized in kilns in which it is placed and fired directly. Under these conditions four to six gallons of wood alcohol per cord and but a small proportion of acetate can be saved. The production of charcoal per cord is maintained at nearly its maximum. In Pennsylvania opposite conditions obtain, retort and oven plants being employed almost exclusively, so that the production of wood alcohol shows an average of eight gallons per cord and acetate 160 pounds. Charcoal is practically the same as in Michigan.

Of all products charcoal has the greatest total value, next comes wood alcohol, gray and brown acetate of lime, tar and oil. In New York charcoal brought the highest average price and in Missouri the lowest, though in no case did it exceed 7 cents a bushel. The tables indicate that Michigan and Pennsylvania have an average production of charcoal per cord of wood of about forty bushels; New York, thirty-four bushels.

The statistics herewith given show quantity and value of hardwood used for destructive distillation in 1906. The unit of measure is the cord of 128 cubic feet of rough wood. Beech, maple and birch combined furnish practically all the raw material used, although some oak and other hardwoods enter into the total.

WOOD USED IN HARDWOOD DISTILLATION IN 1906, BY STATES

State.	Number of plants	Wood used	Value	
			Cords	Dollars
Michigan	12	544,119	1,626,750	3.91
New York	20	91,380	391,286	3.30
Pennsylvania	50	390,752	1,395,637	3.57
All others <sup>b</sup>	4	121,645	392,740	3.23
Total	86	1,144,896	3,716,423	3.25

PRODUCTS OF HARDWOOD DISTILLATION IN 1906, BY STATES

State.	Charcoal		Crude alcohol		Gray acetate		Brown acetate		Tar and oils	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Bushels	Dollars	Gallons	Dollars	Pounds	Dollars	Pounds	Dollars	Galls	Dollars
Michigan	21,688,176	1,506,882	956,739	998,939	1,064,508	300,915	172,670	31,245	190,000	15,000
New York	10,675,673	212,377	871,030	302,783	13,860,892	269,080	1,264,251	46,188	—	—
Pennsylvania	15,416,821	1,010,583	1,667,167	1,922,661	899,097	1,366,566	524,982	8,334	100,610	4,877
All others <sup>b</sup>	5,577,052	376,772	576,332	181,348	5,592,000	89,829	—	—	—	—
Total	43,357,721	2,906,642	2,971,912	3,276,191	96,376,497	2,017,331	690,923	80,777	290,610	19,877

<sup>a</sup> Bushels equivalent to 20 pounds

<sup>b</sup> Missouri, Maine and Wisconsin.

QUANTITY AND VALUE OF PRODUCTS OF HARDWOOD DISTILLATION IN 1906

Product	Quantity	Value	Value
Charcoal	bushels	1,506,882	\$2,965,940
Alcohol, crude	gallons	7,871,494	—
Acetate, gray	pounds	96,376,497	—
Acetate, brown	do	85,777	—
Tar and oil	gallons	250,610	—
Total			\$2,965,940

(Continued)



## Miscellaneous Notes.

The Empire Lumber Company has been organized at Cleveland, O., with a capital of \$300,000 by F. W. Wagner, C. W. Johnson, H. H. French, F. H. Rankin and M. L. Rankin.

It is reported that Henry Mann of the Two Rivers Woodenware Company, Two Rivers, Wis., has perfected a patent for use in wooden pail manufacture which will prove valuable.

The Engadine Lumber Company of St. Ignace, Mich., has recently reorganized. The new officers are F. H. Freeman, president; William Norvall, vice president; S. Peterson, secretary; M. E. Collins, treasurer and general manager. The business policy will remain practically the same, though the trade will doubtless be broadened.

Two wills are involved in the affairs of the heirs of William H. Kirkholder, the well-known willow ware manufacturer who died in Bangor, Me., last July. They were made within six days of each other and have precipitated a spirited legal contest.

Before the winter is over between 4,000,000 and 5,000,000 feet of logs will have been received at Chattanooga, Tenn., for consumption by local factories. Of late there has been an especially high tide on the river and half a million feet of logs have arrived from points between Chattanooga and Clinton. Logs purchased by local dealers above the latter point will not be delivered until January and February, it being the custom to make short deliveries on the first tide, thereby getting the river channel cleared for up-river shipments.

At the present time many articles are being made of compressed wood pulp with an exterior covering resembling the grain of wood. Artificial lumber on a more extensive scale has just been designed by a Pennsylvania man. It is formed by the successive superimposition of very thin continuous pulpy layers of combined hydraulic cement and asbestos fiber. Imbedded between the layers is a wire mesh, similar to that used in wired glass and concrete construction. The "lumber" is said to possess durability and strength.

The Somerset Lumber & Manufacturing Com-

pany's plant at Somerset, Ky., was recently destroyed by fire; also the Somerset Milling Company's mill. The loss was \$50,000.

The Escambia Veneer Company of Bluff Springs, Fla., has been incorporated with \$6,000 capital stock.

The completion of the Dardanelle, Ola & Southern railroad two months ago has resulted in the establishment of a hardwood sawmill with a capacity of 20,000 feet of lumber per day, the securing of a handle factory and other enterprises.

The McDonald Planing Mill Company of Wheeling, W. Va., has filed application for a charter under the laws of that state. The capital stock is \$25,000.

The Southern California Hardwood & Mann factory Company has completed a three-story brick addition to the plant on Kohler street.

The Lebanon Lumber Company contemplates establishing a factory for the manufacture of oars from ash at Shelburn, La.

J. A. Davis and Samuel Hodges have organized a hardwood lumber and handle company at Harrisburg, Ark.

Thomas A. Moore, proprietor of the Moore Lumber Company of St. Louis, filed a voluntary petition in bankruptcy December 14. The assets will exceed the liabilities when outstanding accounts are collected.

The Sewell Valley Railroad Company will build a line twenty-one miles long to connect with the Chesapeake & Ohio, through rich timber land, according to T. W. Raine, general manager of the Raine-Andrews Lumber Company of Evenwood, W. Va.

The Swathmore Lumber Company, which now has about two and a half miles of standard gauge railroad connecting with the Dry Fork railroad at Moore's Siding, W. Va., will build an extension of from three to five miles, going farther into the timber.

The offices of the Gennett Lumber Company, manufacturers of rough hardwood lumber at Clayton, Ga., were removed to Franklin, N. C., on December 20. The company is a large dealer in yellow poplar, oak, chestnut and other hardwoods.

naw; Schofield Bros., Philadelphia, and the Billmeyer Lumber Company of Cumberland, Md.

The HARDWOOD RECORD acknowledges receipt of Bulletin No. 14, Vol. 4, of the New York Botanical Garden, issued Dec. 7.

A conference between a committee of the National Wagon Manufacturers' Association and the inspection rules committee of the National Hardwood Lumber Association was held at the office of the latter last week to decide whether or not it is possible for the two organizations to get together on uniform inspection of rough dimension wagon stock. So many considerations were found to be involved, however, that no positive action was taken, and another meeting will be held after the holidays. Among the lumbermen present were J. M. Pritchard of Indianapolis, E. L. Edwards of Dayton, O.; E. J. Young of Madison, Wis.; F. A. Curtis, J. S. Houston, F. S. Hendrickson and Theodore Fathauer of Chicago. T. H. McCarthy of the Ruddock-Orleans Cypress Company of New Orleans was a visitor to the Chicago market recently.

H. B. Earhart of the Russel Wheel & Foundry Company, Detroit, called upon some of his friends among the lumber fraternity last week.

W. A. Morgan of Fayetteville, Ark., is in the city and will remain over the holidays. While here Mr. Morgan will organize a stock company to operate his hardwood mill in that district.

T. S. Estabrook of the Estabrook-Skeele Lumber Company has just returned from a trip to Gould, Ark., where his company operates a mill. He reports curtailment of production all through the South.

F. J. Heidler of the Fink-Heidler Company is back from a business trip through this state and Indiana and finds conditions looking up with good prospects for business in the near future.

C. L. Willey is again absent on a trip to his Memphis mill and only within the past few days returned from a business trip to the East.

Frank F. Fish is recovering nicely from his recent attack of typhoid fever. Mr. Fish took a little vacation as soon as he was able to get away and has returned to his office much benefited by the change.

One of the prominent lumbermen who visited this market last week was C. A. Goodman of Marinette, Wis.

George W. Stoneman of De Valls Bluff, Ark., was calling upon his friends here several days last week.

C. H. Barnaby of Greencastle, Ind., the popular president of the Indiana Hardwood Lumbermen's Association, was in town on Wednesday in attendance upon the veneer manufacturers' meeting.

## Boston.

F. B. Gardiner of the Gardiner & Lacey Lumber Company, Georgetown, W. Va., large cypress manufacturers, has been making a trip North. He was in Boston about ten days ago.

H. B. Curtin of the Pardee & Curtin Lumber Company, Sutton, W. Va., has been a recent visitor in Boston in the interest of the company's whitewood business.

Charles S. Wentworth of Boston has returned from a trip to New Brunswick.

M. B. Carpenter, a dealer in lumber and machinery, Bellows Falls, Vt., visited Boston last week. He reported making several sales.

It is reported that within a radius of ten miles from Gardner, Mass., there are 50,000 chairs turned out daily.

William E. Litchfield, one of the best known lumber dealers in Boston, has recently returned from a Western trip. Mr. Litchfield visited his mill at North Vernon, Ind., while away.

The Massachusetts Wholesale Lumber Association held its regular meeting at the Parker House, Boston, Dec. 19. The committee appointed at the last meeting to confer on the National Hardwood Lumber Association's rules of inspection made its report. H. D. Wiggin, chairman, reported as follows: "The committee appointed by the Massachusetts Wholesale Lumber Association

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

## Chicago.

The lumber purchasing department of the National Casket Company has been moved from Hoboken, N. J., to 501 Monongahela Bank building, Pittsburg, and will be permanently located there.

J. V. Stimson, the well-known hardwood lumberman of Huntingburg, Ind., was a caller at the RECORD office Dec. 11.

S. G. McClellan of Simmons, Mich., a popular young lumberman of the north country, spent several days in Chicago last week.

E. C. Mershon of Saginaw was a welcome visitor Dec. 12.

The partnership of Ryan & McParland, doing business at Chicago and at Memphis, has been dissolved. J. P. McParland takes over the Chicago business and all accounts receivable are to be paid to him; all liabilities at Chicago are assumed by him. P. A. Ryan takes over the Memphis branch and all accounts and bills receivable at Memphis, and liabilities there will be handled by him. Mr. Ryan has offered for sale his sawmill plant in that city.

Laurence O. Petersen of Copenhagen announces that he has opened an establishment in Hamburg, Germany, in charge of his son and partner, Carl G. Petersen, in order to be better able to manage his transactions in American wood goods in Germany. Mr. Petersen, sr., has been in business since 1874 and is well known to the export trade.

Thomas W. Howlett of the Philadelphia Textile

Machinery Company, Philadelphia, was a caller at the RECORD office on Dec. 10.

F. A. Kirby, sales manager of the Cherry River Boom & Lumber Company, Scranton, Pa., and George B. Jobson, Columbus representative of the same concern, were welcome callers at the RECORD office last week.

E. E. Taenzer, the well-known Memphis lumberman, called upon the Chicago trade Dec. 16.

The Kentucky Retail Lumber Dealers' Association will hold their annual meeting Feb. 17 and 18 at the Seelbach Hotel, Louisville, Ky. The program will be very interesting. Governor Wilson has accepted an invitation to the banquet, which will be held the evening of Feb. 17. Manufacturers and jobbers desiring display space will make requisition of Secretary J. Crow Taylor, Masonic building, Louisville.

W. A. Gilchrist of Memphis, Tenn., was a caller at the RECORD office on Dec. 19.

The HARDWOOD RECORD has been well remembered during the past week with handsome 1908 calendars, and only wishes that it had space in its offices to give every one a prominent place, as it is difficult to choose among them. So far they have been received from D. H. Day of Glen Haven, Mich.; J. S. Goldie of Cadillac, Mich.; Regan Printing House, Chicago; Tickle, Bell & Co., Liverpool; Nathaniel Handle Company, Almira, Ark.; A. Couspeire of New Orleans; American Woodworking Machinery Company, Rochester, N. Y.; Crandall Panel Company, Inc., Brocton, N. Y.; Michigan Saw Company, Sagi-



... was incorporated to the association, that the association will advise the adoption of the National Hardwood Lumber Association's rules for inspection, to be effective December 1, 1907, except that a guarantee of ones shall be in the ones and twos grading. If a specific amount of ones is inserted in the rules the Massachusetts Wholesale Lumber Association committee will give the adoption of your rules its support." It was voted to continue the committee to deal with delegates that may be sent by the National Association to deal with them.

Gardiner I. Jones of the Jones Hardwood Company, Boston, has been in Chicago recently. Mr. Jones attended a committee meeting of the National Hardwood Lumber Association.

The New England Cigar Box Company has been incorporated in Boston with a capital stock of \$8,000. The incorporators are Valentine Richter, Joseph W. Schaefer and Harry C. Brooks.

The Sargent & Thorpe Lumber Company, Inc., has been incorporated in Boston with a capital stock of \$10,000. The incorporators are Charles J. Sargent, J. Henry Thorpe and Eltore Forte.

The Morrison-Stoddard Company has been organized to do a woodworking business in Wakefield, Mass. capital stock, \$5,000.

Jordan A. Rice, son of Frank C. Rice of the Rice & Lockwood Lumber Company, Springfield, Mass., is to become associated with this business.

The New Hampshire Lumbermen's Association held a special meeting in Manchester, N. H., December 19. The chief subject for discussion was the proposed suit against the Boston & Maine Railroad. After a very lively gathering the meeting adjourned without any further action. Several of the leading members were opposed to bringing suit.

### New York.

There was another meeting of the creditors of the S. E. Kellar Lumber Company, Manhattan, whose affairs were reviewed in our last report, on December 11, at which time a proposition of settlement of 15 cents cash in thirty days, 15 cents in sixty days and 5 cents in eight months, with proper endorsement, was made, but the same was not presented in definite shape. The meeting voted to proceed and call a creditors' meeting in bankruptcy and elect a trustee in the usual manner, at which meeting some definite action will be taken in regard to the last offer of settlement, as above.

E. H. Barton of the Barton, Thompson Company, timber agents and brokers, London, England, sailed for home from here on the Lusitania on December 14, after having spent about three months at hardwood and pitch pine manufacturing centers.

Fire in the large plant of the Carroll Box and Lumber Company, foot of East Eighteenth street, Manhattan, on December 5, resulted in a loss of \$60,000. Considerable lumber in the yard was also burned.

Hugh McLean of the Hugh McLean Lumber Company of Buffalo, N. Y., was here recently for the purpose of renewing acquaintances among the local trade.

The annual banquet of the New York Lumber Trade Association will occur at the Waldorf-Astoria on January 30 next. This banquet will mark the twenty-first anniversary of the association and the committee in charge is making an effort to eclipse all previous occasions.

C. C. Thwing of the Grand Rapids Veneer Works, Grand Rapids, Mich., spent several days in town during the fortnight for the purpose of purchasing mahogany veneer and dry-kiln apparatus.

John N. Scatcherd of Scatcherd & Son, prominent Buffalo hardwood house, spent several days here during the fortnight renewing acquaintances and looking after business.

The California redwood trade was prominently represented on the visiting list during the fortnight through the personages of A. B. Hammond, Hammond Lumber Company, San Francisco, and C. J. Flack, of Kansas City, Mo.,

eastern sales agent of the Redwood Manufacturing Company, Black Diamond, Cal.

Carl Teering, a lumber and log inspector of Savannah, Ga., sailed last week for a brief visit abroad.

President F. C. Buck of the Lufkin Rule Company, Saginaw, Mich., arrived in port last week from Europe, where he had been spending two months on business in connection with his company. He was accompanied by W. C. Bexfield, manager of their London office, who comes to get in touch with business matters on this side.

S. F. Minter, wholesale hardwoods, 1 Broadway, is on a business trip to Norfolk, where he will visit his wholesale yard.

Knowlton Mixer of Mixer & Co., Buffalo, and popular secretary of the Buffalo Lumber Exchange, sailed from here on the 12th for Paris, where he will join Mrs. Mixer and family. He expects to return about February 1.

J. M. Hastings of Pittsburg, president of the National Wholesale Lumber Dealers' Association, was here during the week in the interest of association affairs.

The Newton Lumber Company has been incorporated in Brooklyn with a capital of \$50,000 by Emmet F. Newton, Sigfridus G. van Riggersma and Emory F. Dyckman of Brooklyn.

A meeting of the creditors of the Ross Lumber Company, retailers, of Manhattan and Jamestown, N. Y., was held December 6, at which time claims were filed and Louis A. Strouse of Williams, Folsom & Strouse, attorneys, of 115 Nassau street, was elected trustee, with bond of \$25,000. Schedules show \$138,459 and good assets of \$86,520.

An ancillary receiver has been appointed for W. E. Uptegrove & Bro., Brooklyn hardwood house, in the state of Virginia, for the property of the firm located there. C. M. B. Weaver of Norfolk, Va., has been appointed. The action was taken under the suit of the American Cigar Box Lumber Company et al. against W. E. Uptegrove & Bro., now pending in the United States Circuit Court in New York. The local receivers are W. E. Uptegrove and Charles A. and John T. Decker.

The Associated Lumber Company, cypress wholesalers, 18 Broadway, have removed their office to 17 William street, where President J. M. Conolly has leased commodious offices.

Willson, Adams & Co., for many years one of the most prominent houses in the retail trade of the district, with extensive premises at One Hundred and Forty-ninth street and Harlem river, East, have retired from the retail yard business, having sold their extensive premises to railroad interests. At the time of the sale the firm bought a substantial interest in the Cross, Austin & Ireland Lumber Company of Brooklyn, and the latter company has taken over the hardwood stocks and a portion of the old premises in Harlem, which it will continue as a branch yard. Willson, Adams & Co. have also opened a selling office at 1123 Broadway in conjunction with the Manhattan sales office of the Cross, Austin & Ireland Lumber Company, where they will continue to take care of their trade through the latter company. The retirement of Willson, Adams & Co. from active yard business is received with much regret, as it means practically the retirement of Charles L. Adams, its distinguished head, to the enjoyment of private life. J. S. Carvalho and J. J. McKenna will continue in active business in the sales office of Willson, Adams & Co., above mentioned.

Richard P. Baer of R. P. Baer & Co., Baltimore, Md., was a recent visitor in the interest of business and reports many mills closed down in the hardwood manufacturing district, but he is a firm believer in hardwood lumber values in the future and looks for a turn in conditions after the first of the year.

C. E. Lloyd, Jr., of the Bolce Lumber Company, Philadelphia, Pa., was a recent visitor in the interest of business. He was accompanied by C. Bolce, president of the company. Mr.

Lloyd is distinctly optimistic in regard to future hardwood conditions.

The American Burial Case Company has been incorporated in Jersey City to manufacture coffins, caskets, etc., with a capital of \$100,000. The incorporators are E. B. Towns, Jr., L. E. Stubenvell and George A. Honnecker.

Among other prominent hardwood visitors during the fortnight were A. J. Bond of Bradford, Pa., and W. L. Sykes, Emporium Lumber Company, Keating Summit, Pa.

Gardner I. Jones of the Jones Hardwood Company, Boston, Mass., was in town recently in connection with inspection matters.

Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States, headquarters Nashville, Tenn., was a New York visitor this week in the interest of association affairs, after visiting his mother at Ridley Park, Pa.

J. L. Robbins of the Krebs Lumber Company, Clarksburg, W. Va., was a recent visitor on business. This company has just sold a big tract of West Virginia timber.

John Morrow of the Craggy Lumber Company, Swannanoa, N. C., was also here in the interest of business. This company owns 11,000 acres of choice hardwoods and is cutting about 25,000 feet per day.

### Philadelphia.

The Lumbermen's Exchange held its regular monthly meeting, preceded by the usual luncheon, on December 5, President William L. Rice in the chair. The following resolution was adopted: "Whereas, The interstate commerce law now in effect does not contain any provision whereby a hearing is required before a change in any interstate freight rate may become effective; and whereas, experience has fully demonstrated the urgent necessity for an amendment to remedy this serious defect; therefore be it resolved, by the Lumbermen's Exchange of Philadelphia, that at the present session of congress an amendment shall be offered providing substantially that when any railroad company seeks to advance or lower any published through freight rate used in interstate commerce, or change classification of any commodity, it must, if objection be made thereto, receive the approval of the Interstate Commerce Commission before such rates or changes in classification shall become effective. Resolved, that a copy of this resolution be mailed to each of the senators and representatives in congress from the state of Pennsylvania and the Oregon and Washington Lumber Manufacturers' Association." As the Atlantic Deeper Water Ways Association has now been organized into a permanent association, the Lumbermen's Exchange of Philadelphia has had its name entered as a member of the association.

The Philadelphia Textile Machinery Company has had a prosperous year in the "dryer" department. Some of the concerns which have installed their machines are as follows: J. F. Conant Manufacturing Company, Cedars, Miss., which reports it has installed one of the Proctor girt conveyor dryers; the United States Veneer Company of Winston-Salem, N. C., which states that this dryer is giving perfect satisfaction, meeting all requirements; and the Mengel Box Company, which has purchased a large Proctor girt conveyor dryer for their plant in Hickman, Ky.

Schofield Brothers report business brightening up, but naturally they do not expect much trading just at this time. However, inquiries do not cease to come in, and the outlook is promising. R. W. Schofield is still suffering from the effects of blood poisoning, contracted while in the forests of the South.

Samuel H. Shearer & Son are pleased with the outlook. They report orders coming in steadily at present and a comparatively cheerful feeling as regards trade. Collections, however, are as yet somewhat slow. William P. Shearer has returned from a recent trip to the



which he met with fair success. He has been expected to get home with a good lot for the past few days.

W. H. Lutz & Co. are interested as to the continuation of business in 1908. They have not yet decided how with trading. They have not engaged J. W. Floyd, formerly of the Honeysuckle Company, as salesman. Mr. Floyd will, after January 1, make a selling trip through Canada and the North.

The Hazleton Manufacturing Company of Hazleton, Pa., have been quite busy right along. C. J. Kirschner of this company reports that they have orders enough on hand to keep them busy for some months. Mr. Kirschner is largely interested in the Wilkes-Barre and Hazleton railway.

The Codling McEwen Lumber Company are optimistic concerning the lumber situation. They are getting business right along, and Mr. Codling reports sales so far in December way ahead of those of November.

The Fomo Lumber Company report business with them satisfactory, and that in their hardwood department chestnut and white oak have been sold well ahead.

Among the recent visitors to the city are Edward D. Kingsley of the Bridal Veil Lumbering Company, Bridal Veil, Ore.; C. J. Kirschner of the Hazleton Manufacturing Company, Hazleton, Pa.; and F. O. Worden, formerly a popular lumber salesman in Philadelphia, but for the past few years a miner of garnet in Madison county, North Carolina.

Frank Whiting of the Janney-Whiting Lumber Company has been in western North Carolina, looking after some newly acquired interests there. Charles H. Thompson of Lewis Thompson & Co. is on a business trip in Cincinnati, Ohio. Benjamin C. Currie, Jr. of R. M. Smith & Co. is spending a few days at the main office in Parkersburg, W. Va.

The first concatenation of Hoo-Hoo, eastern district of Pennsylvania, under the new Vicegerent Snark, Joseph R. Rogers, was held at the Hotel Rittenhouse, December 13. It was one of the best affairs of its kind ever held in this section. On account of unavoidably detaining circumstances, only three kittens were ushered into the Hoo-Hoo world, but the decidedly ingenious and interesting ceremony attending this particular initiation made up somewhat for paucity of numbers. The affair wound up with a session on the roof and a banquet. John J. Rumbarger acted as toastmaster. The new kittens are: Royden Albert Rothermel of Edwin F. Smith Company; Michael Stanislaus Donahue of Powel, Clouds Company; and Arthur P. Reilly of the Philadelphia Record. When John J. Rumbarger, ex-Vicegerent Snark, returned to his home, the night of the concatenation, he was proudly apprised of the appropriate arrival during his absence of a son. In the voice of a prophet we will say, surely

"The son that's born in Hoo-Hoo line,

To Hoo-Hoo fame will grow in time."

The J. G. Brill Company of this city, notwithstanding the industrial depression which has existed in a limited degree in this country, has been continually busy. This company has just shipped fifty cars to Buenos Ayres, making the second consignment of this size during the current year. A special train of five steam railroad cars has also been shipped to Japan. Additional equipment has recently been shipped to Malta, a city on the Mediterranean sea.

The Sanitary Burial Casket Company, Reading, Pa., was recently incorporated under Pennsylvania laws with capital \$5,000.

The Pennsylvania Carriage Company, Allegheny, Pa., obtained a charter under Pennsylvania laws on December 7. Capitalized at \$5,000.

The Lingo Box Company of Wilmington, Del., to manufacture and sell lumber and all products thereof, was chartered under Delaware laws on December 8. Capitalized at \$50,000.

The Mexico City Motor Cab and Omnibus Company, capital stock \$50,000, was incorporated under Delaware laws December 16. New York men are the incorporators.

The William Rudd Furniture Company's plant, at Petersburg, Va., was burned on December 10. Loss \$75,000, partially covered by insurance.

Samuel Heath, 80 years old, and one of the most prominent business men of Mercer county, New Jersey, died recently at his home in Ewing township. He was one of the pioneer lumber merchants of that section.

When George A. Freyer of Philadelphia bought the Doubling Gap Spring hotel property, a summer resort, near Newville, Cumberland county, Pennsylvania, he also bought 6,000 acres of timber land in the North mountain. Two Philadelphians, Mr. Freyer's father-in-law, John J. Moser, and his brother-in-law, A. S. Moser, together with several other Philadelphia capitalists, have bought this timber and organized the Doubling Gap Springs Lumber Company. They intend to place several saw mills there.

William A. Reed, well known and popular in this section, who for years was secretary of the J. S. Kent Company, recently started in the wholesale lumber business on his own account. He has taken a large office at 1115 Stephen Girard building, where he will be glad to see his friends at all times. He will handle hardwoods, express and other woods.

#### Baltimore.

Preparations are being made for the annual meeting of the National Lumber Exporters' Association at New Orleans on January 22, and a special committee consisting of L. Methudy of St. Louis, chairman; D. T. Reese of the Reese-Scott Company of New Orleans, Ludwig Haymann of Hugo Forcheimer, New Orleans, and J. H. Gomila of the Gomila-DeMack Lumber Company, New Orleans, has been named to look after the details. The Crescent City was selected for the meeting out of deference to the exporters there who have recently joined the National Association. At the meeting officers will be elected and the special committee on Liverpool measurement will make the report, which was formulated at a meeting of the committee held Dec. 19 at the office of Geo. M. Spiegle & Co., in Philadelphia. It is also likely that the question of transatlantic rates will be considered, though this is a matter in which the co-operation of all the exporters regardless of their affiliation is desired. A permanent office for the acting assistant secretary of the association has been secured in the Hibernian Bank Building, of which J. O. Elmer, secretary of the old New Orleans Association, will be in charge.

Secretary E. M. Terry of the National Lumber Exporters' Association has received a letter from Charles M. Taylor's Sons, Philadelphia, informing him that the Furness Line of steamers will establish a tri-weekly service from Philadelphia to Avonmouth Dock, just at the entrance to Bristol. The first steamer is to start about the middle of February. The new line, though not competitive, will prove a great convenience to exporters, affording direct service from a port other than New York. Heretofore the exporters had to send shipments to New York, from which port the rates were high and the expenses of transfer, loading, &c., heavy. It is thought that a considerable saving can be effected by the Philadelphia line.

Among those who witnessed the departure of the big fleet under Admiral Evans from Hampton Roads for the Pacific was John L. Alcock, the hardwood exporter of this city. Mr. Alcock was accompanied by Mrs. Alcock, and also attended the reception given aboard Admiral Evans' flagship, the Connecticut, last week.

R. P. Baer of R. P. Baer & Co. of this city returned last week from a trip in New York State and New England. He came back very optimistic as to the outlook and reported that

stocks generally were so low that yardmen had to send in orders to tide them over. In some of the yards actual depletion had taken place, and hurry orders were being given.

William M. Burgan and Norman James, who are heavily interested in the Eddy Lake Cypress Company, on the Little Pee Dee River, S. C., went down to the mill last week and will be gone about a week. They will attend the annual meeting of the company at which officers will be elected.

The R. E. Wood Lumber Company has received a promise that the road up into its timber holdings in Swain county, S. C., will be completed next month, when the work of hauling the mill machinery to the place selected and erecting the plant will be pushed as rapidly as possible. The company has waited for the road over a year and steps looking to the development of the tract there have been halted.

F. A. Kirby of the Cherry River Boom & Lumber Company of West Virginia, was in town last week and called on some of the hardwood men here. He reported business quiet, but says that the mill stocks are smaller than they have been in years.

Charles W. Sehold, president of the Hagers-town Spoke & Bending Company, at Hagerstown, Md., died there Dec. 15 in the 63rd year of his age. He had become suddenly ill in church on Dec. 1 and sank rapidly. Mr. Clark's concern does a large business not only in this country, but also abroad, and ships spokes to Australia in large quantities.

#### Pittsburg.

William R. Cornelius has hied himself to Nashville for Christmas. That is his former home and he still cherishes a fondness for the mistletoe.

D. B. Curll of the Curll & Lytle Lumber Company is taking an enforced vacation of a few days on account of sickness. This company has shut down its hardwood mill at Holcomb, W. Va., pending a general readjustment of business conditions.

R. W. Moorhead of the J. C. Moorhead Lumber Company is spending a few days in New York. It is in this part of the Empire state that this concern has lately bagged some nice orders for hardwood.

W. E. McMillan of the W. E. McMillan Lumber Company is much encouraged over the improvement in general conditions. The eastern office of this firm at Williamsport, Pa., is bagging some nice hardwood business, much of it being for shipment to Baltimore.

President J. J. Mead of the Mead & Speer Company is looking over operations at the West Virginia mills this week. He is one of the decidedly hopeful ones and looks for a good year in hardwoods in 1908 if the banks loosen up.

The United States Chair Company at Corry, Pa., has shut down for two weeks for its annual inventory. Superintendent Arthur J. Lyons states that he expects to resume operations in full January 1 and that there will be plenty of orders forthcoming to keep the plant running full.

The Henderson Lumber Company has been having a good trade in mine supplies this month and takes an optimistic view of the situation. Although Mr. Henderson does not look for a boom year in 1908 he believes that by persistent digging and careful display of one's wares a man can do a good business and that he will not be obliged to cut prices to get good trade.

"Ash is ash." This is the expression often heard nowadays among local firms which are sending out inquiries everywhere to get satisfactory stocks of ash. No other wood in the hardwood list is now so scarce in this market. The chair, implement and handle factories are busy and are calling for more good hardwood than any other class of buyers. Evidently these factories are looking for a good business



through the country next year and within the next two weeks their requisitions indicate that they see much brighter times ahead.

Ed R. Babcock of the Babcock lumber interests puts the lumber situation in mighty terse and sensible terms: "When the big buyers begin to get into the market again after January 1 they will want lumber mighty quick and mighty bad, and the man who can ship them O. K. dry stock right off the reel is going to get their business."

W. B. Ems & Co. of Allegheny report some new requisitions coming in this week, chiefly from the casket manufacturers. This firm has been located in Allegheny, now the North Side, for more than twenty years and carries a first class stock of hardwood lumber both for builders and manufacturers.

E. F. Baisley, hardwood manager of the Willson Brothers Lumber Company, says that the general average of hardwood prices is at anything a trifle higher than one year ago. He further makes the encouraging statement that the Willson company had sold more hardwood lumber up to November 15 than during the whole of 1906.

The C. P. Caughey Lumber Company report a few cancellations from good buyers, notably one or two railroads which have ordered all shipments held up until after January 1. This company has been furnishing a fine lot of oak to the railroad and coal companies this fall and has its mills in Washington county running full.

The W. L. Russell Box & Lumber Company has finally secured a site at McKees Rocks, Pa., and will build a large box factory to be ready for operation by March 1.

The plant of the Parkersburg Mill Company at Parkersburg, W. Va., was burned December 18. The company manufactures interior wood work and its loss will be about \$100,000.

Good news to Pittsburgers is the announcement that F. E. Longwell, lumber buyer for the National Casket Company, who for some years past has made his headquarters at the company's plant at Hoboken, N. J., has transferred his office to Pittsburg, where he will be located in the Monongahela Bank building at Liberty avenue and Wood street.

The Superior Broom Company is going to erect a big broom factory at Williamstown, W. Va. Machinery will be installed early in January and the plant will be running full by February 1, it is announced.

C. S. Horton, president of the Central Pennsylvania Lumber Company, died December 18 at Williamsport, Pa., at the age of 45 years of apoplexy. He was one of the best known lumbermen in Pennsylvania, having been formerly connected with the firm of Horton, Crary & Co.

J. N. Woollett, vice president of the American Lumber & Manufacturing Company, believes that the wise hardwood buyer is the man who gets his orders in now and takes advantage of the lull in business to get good lumber and quick shipments. With all signs pointing to a bigger building activity next year Mr. Woollett is encouraged to think that there will be quite a revival of hardwood buying after February 1.

### Buffalo.

The hardwood dealers are, as a rule, staying at home at present, as they do not care to urge their mills to greater activity. J. B. Wall is in the Southwest, but he went mostly to take inventories and look after existing stock.

T. Sullivan & Co. have put their new office site into fine shape and have all the lumber that the trade is likely to want right away, especially as it is mostly ash, elm and fir, which are anything but plenty in the general market.

J. N. Scatterd has made a trip to Memphis this month to get his sawmills in line for running, as there were logs coming in and with a short stock of oak on hand more will be needed as soon as it can be made ready for market.

Angus McLean is secretary of the new Bath-

urs Lumber Company of New Brunswick, of which Senator W. C. Edwards of Ottawa is president, C. M. Carrier vice president, M. F. Preisch treasurer and general manager and B. F. Jackson assistant secretary and treasurer. Spruce and pine are the principal products of the concern.

O. E. Yeager finds trade not very slack. He seems to have lumber that is wanted and he believes the slack season is limited and prices will resume former standard shortly.

The Hardwood Exchange has been talking inspection rules some of late, but President Stewart does not find that much action has been taken, so it may be said that the hardwood interests here are not ready to move in the matter yet.

The big mill of G. Ellas & Bro. is about as active as ever. The yard may go slow if it must, as there will be plenty to do with all the building operations that have to be taken care of now.

Beyer, Knox & Co. are finding business slow, but will need oak lumber by the time it is marketable and so are keeping their Missouri mills running at something of a pace against that time.

F. W. Vetter is keeping up trade, selling something from each variety, and as he did not have a heavy stock to begin with, just an assortment, he has been adding some oak and ash to it lately.

A. Miller is away on business, and having a fine assortment of lumber, such as he always carries, he is not anxious to pick up any more just now, though he will want some more later on when business is business again.

The table mill of the Standard Hardwood Lumber Company is running strong and continues to prove the good move that it promised to be when it was set up. The market may be slow awhile, but the company expects an early change and will be ready to take care of trade when it returns.

### Detroit.

M. J. Thelsen, prominent in Detroit and Michigan lumber circles, has filed a trust mortgage for a large amount. It is said he has outstanding obligations of about \$250,000. Charles W. Warren of the Dime Savings bank, Charles W. Leach, late of the Leach-Roach Company, and Paul Moody, attorney, have been appointed as a board of trustees until Mr. Thelsen's business affairs can be straightened out. Some years ago Mr. Thelsen purchased from Frederick Sibley a tract of 240 acres of hardwood near Trenton, Mich., which he has been lumbering. He had just about finished the work and the deal was fairly successful. However, Mr. Thelsen was interested in a southern lumber concern known as the Bigsbee-Thelsen Company, which was not so successful as other ventures.

William L. Brownlee of the Brownlee-Kelley Company, hardwood dealers in the Telegraph building, has just returned from Mayville, Mich., where he has been superintending the lumbering of a large tract of hardwood which his company purchased last year. Mr. Brownlee says his company is going right ahead with its lumbering operations, despite the present condition of the money market, in the firm belief that matters will be easier very soon.

"This financial stringency was a good thing for a lot of firms who were in the habit of having their obligations habitually extended," said a well-known hardwood lumberman recently. "No one has failed in Detroit but should have failed. They were not doing business right, and this financial flurry just skimmed them to the surface and showed them up. Why, some operators or dealers were in the habit of giving a note even if they bought a shirt. Now that is no way to do business. They have no right to think that business will always continue good; they should allow for a little slack. Then when a little tightness comes they are prepared for it. I do not blame President Roosevelt for this trouble, but

am rather inclined to agree with Assistant Secretary of the Navy Newberry, who said it was engineered by the Standard Oil crowd. At the same time I think it was done to get rid of these fellows who extend their credit too far and who ask too much credit themselves."

### Bay City and Saginaw.

Save in stoppage of buying and selling, conditions here have not been so bad. Most of the mills have been running right along and the regular operators have their woods crews at work. The Michigan Central has increased the obtained at \$22 to \$30 a month. There is good sleighing from the Saginaw river to the Straits of Mackinac and loggers are doing good work. The Michigan Central has increased the logging trains and 150 cars of logs come to the river every twenty-four hours. During the present year this road has hauled over its Mackinaw division 130,000,000 feet of saw logs.

The Kneeland-Bigelow mill is running day and night and it is the expectation that it will continue so during the winter unless market conditions should materially change. The Kneeland, Buell & Bigelow mill is running ten hours a day.

The new Richardson Lumber Company mill is practically finished and ready for business. Its stock will come from Montmorency county.

Walter D. Young & Co.'s sawmill will be in shape to begin sawing some time in January it is now expected and work on other departments of the plant is progressing favorably.

Negotiations are on for a deal which will absorb the Flood sawmill at Bay City and stock it for a number of years by rail. It is very conveniently located.

N. B. Bradley & Sons have suspended operations at Elizabeth, Ky., where they have been operating a number of years, and the property is on the market. There is some 60,000,000 to 80,000,000 feet of fine hardwood timber in connection with the mill property.

Buyers north of Alpena on the Detroit & Mackinac railway are picking up all the beech and birch logs they can find and are offering \$8 and \$9 a thousand. The money panic has curtailed operations to some extent in all the country north of the Saginaw river. There are not quite so many logs being put in and the output of lumber will be less.

White & Wilson are putting in 9,000,000 feet of logs in Ogemaw county for the Gates estate of Bay City and they will be railed to the mill.

The failure of Ross Bros. of Beaverton has hit some people a severe blow. Among those who are feeling the shock is Charles Keuhle of Saginaw, an active operator in hardwood lumber a number of years, who has done a prosperous business and had extensive dealings with Ross Bros. It is thought 50 cents on the dollar will be realized by the creditors.

Last week the Saginaw Valley Lumber Dealers' Association held its annual meeting and feed at Saginaw at the Club. There was a full attendance and the event was enjoyable. Officers elected were: President, A. W. Seeley, Saginaw; vice president, John Miller, Bay City; secretary, H. C. Hyde, Saginaw; treasurer, B. C. Bingham, Saginaw.

Richard Jones of Bay City recently bought the site of the old Mackinac Lumber Company's plant at St. Ignace and has erected a sawmill. He will build a refuse burner and run a shingle mill in connection.

The Stephens Lumber Company will run one of its mills at Waters, on the Mackinaw division of the Michigan Central, during the winter. The company manufactures mixed timber.

### Grand Rapids.

The annual meeting of stockholders of the Boyne City Lumber Company was held in this city December 18, resulting in reelection of the following officers and directors: President, W. H. White; vice president, Thomas White; treasurer, Henry Adams; secretary, W. Adams.



of directors, William H. White and Thomas White of Roanoke City, George M. Barr of Martinsburg and L. H. Withey, Henry Elmer Ames, S. Musselman and Edward Fitzgerald of this city. When the company was formed in 1902 it controlled 1,400 acres of hardwood and hemlock stumpage in Charlevoix and Antler counties and while a cut of 15,000,000 feet has been made annually since that time the company today has a larger timber acreage than five years ago due to successive purchases.

Furniture manufacturers are preparing their spring lines for exhibition during January. Samples of the outside lines are arriving and will be placed on the floors in shape for inspection by January 2. A portion of the large addition to the new manufacturers' building will be occupied this season and every foot of space in the other exhibition buildings has been taken, so that the display will be the largest ever made in January in this market.

W. H. Waechter, sales manager for the Northern Furniture Company of Sheboygan, Wis., was in the city December 20. The company has added 50 per cent to its exhibition space here and will show about 800 individual pieces this season. The entire line in the various finishes comprises 1,100 pieces, largely maple. The company owns large tracts of hardwood in Wisconsin and operates its own logging camps, mill and other woodworking plants, besides the furniture factory. Mr. Waechter states that the company's furniture sales this year will pass the million dollar mark.

#### Columbus.

A number of important matters will come before the meeting of the Union Association of Lumber Dealers which will be held at the Southern hotel, Columbus, January 21 and 22. Many important questions will come up for consideration.

Kenneth McLeod, president of the Cache Lumber Company, has practically closed a contract with the Standard Tie Company of Detroit for 1,500,000 railroad ties, which, it is estimated, will be produced from the 50,000-acre tract of timber land controlled by the company near Sedgwick, Ark. The active work of developing the tract will be begun early in the spring. The property is expected to produce millions of feet of hardwoods, mostly oak, ash and similar woods.

The executive officers of the Ohio Shippers' Association at a recent meeting in the office of J. W. McCord, secretary of the association, has amended its petition pending before the Ohio Railway Commission asking for the establishment of a seventh grade in the scheme of freight classification. It was decided to exclude a number of commodities from the class, but lumber still remains on the list. The part of the petition relating to mileage tariff was entirely expunged from the petition, as the officers of the association believe rate-making lies wholly with the commission and suggestions in that matter should not be made.

John R. Gobey of the firm of John R. Gobey & Co. sees a bright future in the lumber trade. "Business is a great deal better than it was during the month of November," he says. "Orders are coming in faster and buying is of a better character. It now looks as though the building and loan associations will begin loaning money about the middle of January and that will stimulate building. This will be reflected in better conditions in the lumber market and hardwoods will be stronger in this section."

#### Indianapolis.

Claude Maley of Maley & Wertz, Evansville, has returned from a hunting trip to Grenada county, Mississippi, camping with a party of friends on a tract of 8,000 acres owned by the Maley Land & Lumber Company.

Stockholders of the Maas-Neimeyer Lumber Company of this city will hold their annual

meeting and election at the office of the company on the evening of January 14.

The D'Hear & Swain Lumber Company at Seymour has barely half the stock on hand it had at this time last year. However, they anticipate a rushing spring trade, provided financial conditions improve.

A visit to the Forestry Reservation at Henryville was made by the State Board of Forestry a few days ago to inspect tests in the various hardwoods that are being made.

The Retail Lumber Dealers' Association of Indiana, the Central Association of Sash and Door Salesmen, the Indiana Hardwood Lumbermen's Association, the Hoo-Hoo and the mill supply men of the state will give a joint dinner at the Claypool hotel at 5 o'clock on the evening of January 15.

An order for a car load of school desks has been received from Paris, France, by the Karmine Desk Company of Shelbyville. The same company also has requests for samples from a firm in Moscow, Russia.

Judson C. Clements of the Interstate Commerce Commission is holding a hearing in this city on a number of complaints filed against various railroads by the Indianapolis Freight Bureau. It is alleged that the roads discriminate against Indianapolis in freight rates, favoring other cities.

It has been announced that the John T. Towsley Manufacturing Company of Cincinnati, manufacturers of woodworking machinery, will remove to Vincennes. A plant to cost \$110,000 and employing about 350 men will be erected in the latter city at once.

Pending improvement in the financial situation the C. & W. Kramer Company of Richmond have closed down their southern mill and have discontinued the purchase of timber temporarily. They expect to resume operations at their mill within a short time.

The Jeffersonville Manufacturing Company at Jeffersonville is receiving some poplar logs that are of unusual size, considering present timber conditions. One plank was 32 inches wide, several were 30, while a large number were more than 20 inches. The contract called for 12 inches.

A hearing was held before the Indiana Railroad Commission a few days ago on the complaint filed against several railroads by the Central States Coopers Company of Newcastle. Until a year ago elm slabs were hauled at from 40 to 60 per cent less than the sixth-class rate, but the full sixth-class rate is now charged. The coopers company testified that freight bills had been \$7,000 more this year than last and that it was impossible to operate their plant at a profit under such conditions. The case is now under advisement.

The hearing on the request for a debit and credit system of demurrage began before the Indiana Railroad Commission on December 20 and will continue for some time. The Indiana Bridge Company of Muncie filed the complaint on behalf of the shipping interests of the state.

Work is proceeding rapidly on the new mill and yard of the Dynes Lumber Company in North Indianapolis. It will be ready for operations within a few weeks.

#### Cincinnati.

William A. Bennett, president of the Chamber of Commerce and head of the firm of Bennett & Witte, emphatically declined to listen to the importunities of his friends that he again be a candidate for president of the Chamber of Commerce. He said: "There are too many good men to elect a man to a second term. The honor should be passed around. I also cannot afford to take the time from my business for another year, as I have been doing." Mr. Bennett has done wonderful things in this capacity and has set a good example for others to follow.

J. Watt Graham has been chosen as one of the committee to select members of the Chamber

of Commerce to form the Red ticket for the annual election. Mr. Graham, next to Mr. Bennett and T. J. Moffett, is one of the busiest lumbermen in the city when it comes to promoting business in general, and the presidency of the Chamber of Commerce would be a good office for him.

A meeting was held by the creditors of the Benjamin Ryan Lumber Company in the office of Referee Greeve relative to the disposal of several carloads of lumber. Just what transpired during the assembly is not known.

H. J. Richards, representative of the Tiger Tail Mill & Land Company of Tiger Tail, Tenn., was a recent visitor here. He stated that but two mills are in operation in his town, one being his firm's and the other not far distant.

Hugh McLean of Buffalo, N. Y., was in town last week but stayed only a few days. He called on any number of local dealers and discussed general conditions.

The Globe-Wernicke Company, manufacturers of office fixtures, has started an addition to their already large building on West Eighth street.

The next monthly meeting of the Cincinnati Lumbermen's Club will be held at the Business Men's Club January 6.

The National Bank of Jellico, Tenn., last week filed an intervening petition in the involuntary bankruptcy cases against the Cypress Lumber Company. The bank seeks to recover on a \$3,000 note. It is charged that the loan was secured from the bank through false and fraudulent representations. The firm represented its assets at over \$300,000, when it is alleged it was insolvent.

The Burnett House was the scene last week of the annual reception of the furniture manufacturers of Cincinnati to the furniture dealers. This is an interesting event in the furniture trade, as the Cincinnati Furniture Exchange is one of the oldest business organizations in the country, having been continually in existence for more than thirty-five years. It was the originator of the Furniture Exposition, the first of which was held in this city.

Some rather sensational charges were made in the affidavit filed in the common pleas court last week by William S. Meyers, treasurer of the Enterprise Lumber Company, in support of a motion for the removal of William H. Stewart as receiver of that company. The motion was filed by the Griffith Lumber Company, a creditor, which asks the removal of the receiver for six reasons. In the charges William S. Meyers says that he signed a paper, which was presented to him by William H. Stewart's attorney, and when he asked to read the paper the attorney explained the contents and told him to sign, which he did. He afterwards found out that the paper admitted all the facts set forth in the petition of the plaintiffs, and he alleges that he did not know this at the time, and now desires to disclaim that he believes the allegations in the petition to be true, especially those which charge his brother with mismanagement and with the issuing negotiable paper without consideration. James W. Meyers left suddenly shortly after the receivership was secured, and since then little has been heard of him, but attorneys say that they are in constant touch with him and that he will never return to Cincinnati. William S. Meyers has resigned as bookkeeper of the company, though remaining as a stockholder, director and treasurer.

Thomas J. Moffett, president of the Maley, Thompson & Moffett Lumber Company, has gone on a trip east, principally on pleasure. He is not expected home until after the holidays. E. W. Robbins says that trade is better than anticipated, and while there was a slight falling off in the demand during the financial trouble, still there has been enough business to keep all their mills going. Prices, he said, have been cut slightly, but will regain their former standard after the first of the year. The volume of business done by his concern so far this year



is greater than any previous one, and from present indications the same condition will prevail next year.

Hon. George L. Meade and J. Y. Chittock, both of Rochester, N. Y., met William A. Bennett and a number of other business men and discussed with them a project which, if put into operation, will benefit every business man in the Queen City. The eastern visitors put up to the local men the proposition of cutting a canal to connect with the Ohio river, which would give the Cincinnati business men a chance to ship to the East by water more quickly and at less cost than now. The project was favorably received by the local business men and there are prospects of further discussion of the subject in the near future.

The plant being constructed by the Farrin-Korn Lumber Company is fast being completed and within the next six weeks they intend to have their electric machinery in full operation.

The volume of business transacted by local dealers during the month of December was not as large as the previous month, but still there was enough to keep the majority busy. The orders were mostly small, although several large transactions were also made. Poplar still leads in demand and there has been considerable interest manifested in plain white and quartered oak. Building has not been heavy here, but still inquiries are being received for quartered oak for large consignments. Walnut, hickory and mahogany have maintained a steady tone, and cottonwood and gum have been moderately sought. There is a general feeling here that consumers are not well fixed on stock, and as soon as the money market shows improvement they will get into the market and purchase lumber in larger quantities.

#### St. Louis.

The Implement and Vehicle Board of Trade held their regular monthly meeting and dinner at the Missouri Athletic Club December 9 at 6:30 p. m. Some eighty-five members and their friends were present. The big turnout was occasioned by the announcement that in addition to the regular business meeting there would be a vaudeville performance. The next meeting will be held January 14, and the election of officers for 1908 will take place.

At a meeting of the Lumbermen's Exchange held last week a resolution offered by Capt. Lloyd G. Harris was adopted unanimously, tendering the thanks of the exchange to John Wixford "for giving to the city the best gift it has ever received—bright, sparkling, pure, healthy and life-giving water."

G. W. Allport, manager of the lumber department of the Ozark Coopersage and Lumber Company, has been in the South on a visit to their mill. He says trade has been quite satisfactory. They have been receiving orders right along and are still behind on back orders. Mr. Allport says also that cancellations are comparatively few.

According to the report of E. W. Blumer, sales manager of the Lothman Cypress Company, conditions have not shown any material change recently. Inquiries are numerous, but orders are not as many as they would like. The factories seem to be the only ones who are buying at the present time. The retail yards will probably not be in the market until after the first of the year; they want to finish stock taking before buying.

George E. Hibbard, vice president of the Steele & Hibbard Lumber Company, says they will have a satisfactory year in spite of the many drawbacks, particularly during the past few months. Inquiries are increasing and show that business will begin soon after the new year. L. M. Borgess has been out on the road and has been sending in a satisfactory number of orders.

C. E. Thomas of the Thomas & Proetz Lumber Company reports inquiries more numerous than he anticipated. They are selling lumber all the time, although not as large orders as they would be were it not for the financial stringency.

W. R. Chivvis reports that he is spending his time getting in a good stock of walnut lumber in order to be ready for the demand when it comes. He thinks that within a month or two after the beginning of the year business will be active.

George E. Cottrill, secretary of the American Hardwood Lumber Company, says that inquiries are plentiful and from indications, with the beginning of the new year, business ought to be much better than at present.

#### Nashville.

John B. Ransom and John W. Love have always been true-blue sportsmen as far as fishing is concerned, but during the past week they plunged into a new realm of sport. They have become hunters and most enthusiastic ones. A day or two since Walter Pierce, a well-to-do young farmer living near Nashville, invited John B. and John W. to take a hunt with him. Each was keen for the trip and the spin to the hunting ground was made in John W. Love's automobile in record time. From all reports that can be obtained of the trip they killed some game all right and Pierce proved himself well up in the .300 class as a walker. The two lumbermen developed averages way below .200, for as John W. Love put it, "That fellow Pierce was the fondest walker I ever saw. He liked to have killed us and he was always in front and calling back, 'Come on.'"

John W. Love tells this one on John B. Ransom: "I never will forget one thing that happened in a cornfield. Pierce spied a rabbit sitting by a fallen cornstalk. He asked me to come on and shoot him. I walked up there, saw the rabbit and told Pierce to jump him up and give him a chance and I'd shoot him. 'Never mind about that giving a chance business,' he declared; 'you shoot him where he is, for if we jump him up he'll get away certain.' Well, I shot the rabbit all right and killed him. And Pierce told Ransom that I'd killed a settin' rabbit. I offered John B. the rabbit and, would you believe it, he refused. He said he never had eaten a settin' hen and he knew he never would eat a settin' rabbit, either."

George H. Graves, of Red Boiling Springs, Tenn., in Macon county, entertains views that are not in accord with those generally expressed on the question of the lumber supply. Mr. Graves was formerly in the lumber business in Nashville. He is now running a big sawmill on his tract of timber, eight miles square, near Carthage, Tenn., and is sawing oak, poplar, ash, chestnut, hickory and lynn. He is working out several thousand acres of land. One of his contracts is that of supplying the John B. Ransom Lumber Company with 1,000,000 feet of hardwoods. Mr. Graves will astonish the average person by declaring that the stock of lumber in the Cumberland river country of Kentucky and Tennessee is unlimited. He says the big timber there will last for years and that while it is being cut the smaller timber is developing—that is, what is known as the second crop. When the big timber is used up inferior grades will be used for substitutes while the second growth of hardwoods is maturing. He says a railroad from Carthage, Tenn., through Macon county and on into Kentucky would open up 200,000,000 feet of hardwood to the market.

A recent visitor to the city was W. J. Chaplin of St. Catherine, Ont., a millionaire lumberman and manufacturer. Mr. Chaplin controls large carriage factory interests and his visit South was for the purpose of making extensive purchases in hickory. Mr. Chaplin is accompanied on his trip by J. C. Couper, superintendent of his works, and together they are making a careful investigation of the timber interests of Tennessee. If Mr. Chaplin finds what he wants in this state it is his intention of locating saw mills here, cutting the timber in Tennessee and then shipping it to his works in Canada. Mr. Chaplin is not disturbed much over the financial

situation, but believes that things will clear up shortly and be booming again ere long. He figures that the country has enjoyed so much prosperity during the past ten years that a little stringency is felt all the more keenly.

Salary is absolutely no object to S. T. Cobbett of London, Eng., who arrived in Nashville a few weeks ago and accepted a position with the firm of John B. Ransom & Co. Mr. Cobbett is a son of G. T. Cobbett of the firm of Cobbett & Co., London, one of the best known hardwood firms in England. This firm has long done an extensive business in yellow poplar from this section. Young Cobbett, with a view of some day stepping into his father's shoes, seems anxious to learn the lumber business "from the ground up." He is just out of college and is traveling in America for a year or so getting experience and knowledge of lumber business. He does not care what kind of work is assigned him and would just as soon take a pencil and work at the chute as in the office. Before coming to Nashville he worked in Michigan and then in Kentucky.

A special from Chattanooga, Tenn., announces that the Tennessee Industrial Commercial Developing Company has recently been organized for the purpose of developing timber and mineral interests in the South. The concern is backed by F. Clay Harley & Co., a big eastern firm, and proposes to issue \$10,000,000 in bonds. The company proposes to operate from the Kentucky line on south.

A Chicago firm, the Turnbull-Joice Lumber Company, has secured the contract of supplying 1,258,695 feet of yellow pine to be used in the work of improving the upper Cumberland from Nashville on up. There were several bidders, two from Nashville—John B. Ransom & Co. and the A. E. Baird Lumber Company. The bid of the Chicago firm was as follows: \$25.25 delivered at Lock A below Nashville; the same delivered on the United States barge below Nashville, and \$24.25 on the Illinois Central at Nashville. The contract amounts to about \$40,000.

The third big carriage company in Nashville has gone into bankruptcy recently. The last one is the E. E. Sweeney Carriage Company, with liabilities given at \$21,665.99 and assets aggregating about \$15,500. The other two that have gone under are the Deford Carriage Company and the George W. W. Sweeney Carriage Co.

Arthur Ransom of John B. Ransom & Co. says: "I think the situation will steadily improve. We are getting inquiries every day and some orders. We are running one of our sawmills and will continue to do so until we cut up the logs we have on hand. We are not buying any big stocks, but are not letting any bargains go by default. Along with another firm here we took in quite a good block of poplar the other day."

V. J. Blow of the Hiram Blow Stave Company has moved with his family to Louisville after a year's residence in Nashville. He will still retain his office here and visit Nashville once a week.

The Nashville Hardwood Flooring Company has completed improvements at its plant in West Nashville and will resume operations soon.

J. McN. Wright, general manager of the Atlantic Coopersage Company at Jacksonville, Fla., was in the city the other day. He was formerly in the stave business here. He reports business quiet down in Florida, but that prices are holding up well.

#### Memphis.

Financial conditions are easing up and the banks are more prompt in meeting demands of customers for funds. There is no change in conditions surrounding production. Practically all the mills which closed down during the financial stringency are still out of operation, but many of them are preparing to resume after the holidays. The market shows a good healthy tone, but new business is not developing as rap-



ally as the trade had anticipated. It is estimated that there is a reduction daily of about 2,800,000 feet in the hardwood territory contiguous to Memphis. These figures may be accepted as fairly accurate. Even, some of the mills in Memphis proper have closed down recently, including the plant of the J. W. Dickson Lumber Company in East Memphis. The feeling among lumber dealers is rather hopeful, the belief prevailing that there will be decided betterment all around after the first of January.

There is no disposition on the part of lumber interests in this section to sacrifice holdings. The general decrease in production and the small buying on the part of consumers and yard men during the past few weeks has left their lumber stocks exceptionally small. There is always a quiet demand for lumber toward the end of the year, as firms take inventory, and as they naturally like to have as much actual cash on hand as possible frequently held out of the market. A number of prominent members of the trade here say they look for a good spring business at well maintained prices.

One of the most important failures in lumber circles in Mississippi since the recent financial crisis is that of the West King Lumber Company, which has been placed in the hands of a receiver. Assets are scheduled at \$700,000 and liabilities at \$410,508. T. P. Ballard, cashier of the Bank of Waynesboro, has been named receiver and has taken charge of the entire business. The plant of the company is located at Waynesboro and is one of the best in East Mississippi. Inability to sell its lumber for cash is responsible for the present trouble. The company has on hand now a stock of lumber worth \$50,000. Attorneys for the company assert that all creditors will be paid in full. The management of the plant expects the business to be conducted in an entirely satisfactory manner and hopes to be able to resume charge when it has met its present obligations.

The candidates for officers for the Lumbermen's Club for the ensuing year were formally announced at the meeting of the organization held at the Hotel Gayoso Dec. 14. W. B. Morgan, secretary-treasurer of the Anderson-Tully Company, is at the head of ticket number one, the opposing candidate being George C. Ehemann, of Bennett & Witte. A committee, of which S. B. Anderson was made chairman, was appointed at this meeting to decide upon the hour and place of holding the election, as well as the character of luncheon to be served upon that occasion. The only thing definite about the election is that it will occur the second Saturday in January.

The club voted to continue its membership in the National Rivers and Harbors Congress, which it joined as a body last year. It authorized the secretary to make payment of the annual dues to this end. The club could not very well do otherwise than continue its membership in this body because it is the chief exponent of the deepening of the Mississippi River, a project dear to the hearts of every member of the club.

Owing to the approaching election the membership committee of the club has been exceedingly busy and brought forth the fruits of its labor at this meeting in the shape of ten new members. This brings the total to 129, three being honorary and the remainder active.

There was a rousing concatenation of Hoo-Hoo in this city Dec. 14. There was no formal banquet such as followed the previous concatenation here, but a delightful "on the roof" was enjoyed by all cats, including the newly made ones. Eighteen kittens were inducted into the mysterious light of Hoo-Hoo.

C. W. Holmes, of the J. J. Holmes Lumber Company, and Miss Lyle Shoemaker, one of the season's debutantes, were married here Dec. 18. Following the ceremony Mr. and Mrs. Holmes left for a three weeks' stay in New York. After Jan. 6 they will be at home in this city. There were a number of out of town guests, while the

array of presents was exceptionally handsome. Included among the latter was a magnificent chest of silver, tendered by members of the lumber fraternity.

Lumbermen here are awaiting with much interest the outcome of the recent hearing of the suit of I. M. Darnell & Sons Company against the City of Memphis. Attorneys for both the complainant and defendant were in Washington during the past few days for the purpose of presenting their arguments, but the matter has been taken under advisement by the Supreme Court and this tribunal will not hand down an opinion for perhaps several weeks. This is in reality a test suit. The city of Memphis made an effort to collect taxes from the I. M. Darnell & Sons Company on the logs and lumber brought to Memphis from other states than Tennessee. The case was decided in favor of the plaintiff in the lower court but was reversed by the Supreme Court of Tennessee and then appealed to the Supreme Court of the United States on writ of error. If the city should win it would mean large additional revenue, but it would entail a very heavy expenditure upon lumber interests. The Lumbermen's Club has been particularly active in looking after the case, at one time going so far as to attempt to secure co-operation on the part of lumber interests in Chattanooga, Nashville, Knoxville and other points.

An official order has been issued by the Central Freight Association making the minimum weight on cottonwood carload shipments 30,000 pounds instead of 34,000 pounds for cars 36 feet long or over. This affects all stations in the Central Freight Association territory and points in the Eastern Trunk Line territory. It is to go into effect Feb. 1, 1908. Railroad officials for a long while held out on the ground that it was possible to load 34,000 pounds of cottonwood in a 36-foot car, but they have been convinced by practical tests recently that such is a physical impossibility. W. H. Greble of the Three States Lumber Company was one of those who was successful in making a demonstration that effectually changed the views of traffic men on this point.

J. A. Fox of Blytheville, Ark., special director of the National Rivers & Harbors Congress, is quite enthusiastic over what was accomplished at the recent meeting of that organization. He regards this as one of the most important conferences of the kind ever held, but does not think that a great deal will be accomplished at this session of the National Congress, unless special influence is brought to bear upon persons who have the ear of the administration. He believes it a good idea for all commercial organizations throughout the country to take action on the necessity for beginning work as soon as possible and to forward all such documents to Speaker Cannon in order that he may be influenced to this end.

Taking of depositions of A. A. Parsons and J. A. Tuthill in the bankruptcy case of Tuthill & Pattison Manufacturing Company was to have been resumed before the referee here today, but the attorney who has been conducting the examination for the trustees of the defunct company was unable to be present and the hearing was carried over until after the holidays. Last week an effort was made to secure more definite information from these witnesses regarding the transactions of the Tuthill & Pattison Manufacturing Company and allied corporations, but it was not successful. About the only fact learned was that the statement purporting to show the combined assets of the three companies now in the hands of the receivers was prepared by John R. Tuthill, president of the Tuthill & Pattison Manufacturing Company. Mr. Parsons testified that the statement was prepared by either himself or Mr. Tuthill and later denied that he had had anything to do with the preparation thereof. This statement was made for the benefit of creditors at the meeting of the latter held in Cincinnati some time ago. Mr. Parsons further

admitted that the statement was merely a compilation of several guesses and was not based upon actual tangible assets. It is understood that investigations will be made in other cities before the resumption of the evidence-taking here which will be begun after the holidays.

The St. Louis Southwestern Railroad Company has laid off 125 men at its shops at Pine Bluff, Ark., and the announcement is made that about 200 road employes have also been discharged. The company recently laid off 720 men, thus making the total to date more than 1,000. The statement is made that other railroads in the Southwest will take similar action. It is customary every year to lay off some men just before the holidays, but this plan is being carried much further this year than usual. The Cotton Belt states that it intends to reduce its pay roll something like \$60,000 per month.

The force of employes at the local plant of the American Car & Foundry Company has been greatly reduced during the past few weeks. The management states that this is not because of lack of orders but is a result of inability on its part to secure prompt payment for cars when they are delivered. This is one of the largest woodworking plants in this city, and lumbermen express regret over the action thus taken.

T. R. Holmes is now in charge of the plant of the Bluff City Lumber Company at Clio, Ark. He superseded Arthur Brewster, who was some time ago appointed manager. Mr. Holmes is authority for the statement that everything is now quiet at Clio, but expresses the view that the plant will not be operated for some time. All the employes of the company under the old regime have been forced to vacate by orders of the court which has had jurisdiction in all the proceedings since the time Messrs. York and Rutherford were appointed co-receivers of the Bluff City Lumber Company.

Dispatches received here from Texarkana, Ark., indicate that the traffic congestion in the terminals at that point has been relieved for the first time in a year. There were 1200 to 1400 loaded cars in the yards of the St. Louis, Iron Mountain & Southern and the Texas & Pacific. Some of the higher officials of the companies took the situation in hand some time ago and their action is responsible for the relief. Reports received from nearly all points in Mississippi and Arkansas suggest that traffic conditions are better now than they have been for several years at this season.

W. R. Barksdale, president of the Business Men's Club, and also of the Barksdale-Kellogg Lumber Company, has gone to the Pacific coast. He received a telegram stating that his daughter was seriously ill and he left on very short notice.

W. B. Morgan, secretary-treasurer of the Anderson-Tully Company and one of the candidates for the presidency of the Lumbermen's Club, has gone on a northern trip for his firm.

George W. Ard, who is associated with A. Couspiere of New Orleans and Paris, France, is establishing a hardwood logging plant at Lucien, about twelve miles from Brookhaven, Miss. The company will engage in the manufacture of lumber and timber for the export market.

Six out of eight sawmills controlled by William Buchanan of Texarkana, Ark., have been closed down because of the rather slack demand. These mills are located along the line of the Louisiana & Arkansas Railroad between Stamps, Ark., and Alexandria, La. About 2,000 persons have been thrown out of employment. No date has been set for resumption of operations. The time for running again will be determined largely by the conditions surrounding the market.

## New Orleans.

A thundering echo of the McEnery scrip lands proposition, which has attracted a great deal of attention in the State of Louisiana ever since the legislative session of 1906, has been sounded by J. W. Frelsen & Co., who are now advocating



in 1911, when it was sold to the McEnery scrip land, 1922, carrying 120,000 acres, as well as a large part of the 1,000,000 acres known as the Watkins entries, may be taken from the present holders throughout the state and converted into cash by the state. As it is supposed lumbermen are vitally interested in the matter, as thousands of acres of hardwood, pine and cypress lands are held under the McEnery scrip and Watkins land grants. The Toomer act, passed at the last session of the general assembly, validates the titles to these lands, which titles had been previously clouded, under certain conditions, the stipulation being that the holders pay in addition to what they gave for the scrip \$1.50 per acre for the passage of a deed that will give them clear title to the lands. In an open communication, addressed to the people of the state through the press, Frelsen & Co. outline a feasible plan for recovering these lands, which they hold as illegally held by the present owners. They also state that with the enactment of the necessary laws it would be possible to secure for the state compensation for timber that has been cut from the lands granted under these two laws. Their plan contemplates the repeal of the Toomer act and further legislation to invalidate all titles to the thousands of acres held under the McEnery scrip and Watkins entries laws, thus making it necessary for the holders of the hardwood, pine and other lands to buy them over. The publication given the Frelsen plan has been responsible for something of a mild sensation among the lumbermen, and developments are being awaited with keen interest.

Operations at the plant of the Denny Lumber Company at Moss Point, Miss., have been resumed under the direction of the new board of directors, which is composed largely of creditors of the concern. New Orleans creditors are represented by W. H. Ingram, trust officer of the Hibernia Bank & Trust Company, and W. T. Jay, a well known lumberman.

Advices from Shilburn, La., state that the Lebanon Lumber Company, of which J. H. Enloe is the president, is contemplating the establishment of a factory for the manufacture of oars from ash wood. It is understood the company will engage extensively in this matter.

A new concern has just been organized in this city to do a general business in lumber and timber. It is the Rio Lumber Company, incorporated with \$50,000 capital. The officers are: Thomas P. Gary, president; F. W. Fatheree, vice-president; E. M. Schornherst, secretary-treasurer.

The Brooklyn Cooperage Company of this city is contemplating the establishment of a branch plant in St. Bernard parish, just below the city. It is stated at Monroe, La., that the National Cooperage Company of Brooklyn, N. Y., has just closed a deal for 2,400 acres of hardwood timber land in North Louisiana and will build a sawmill to develop the tract.

In the matter of land purchases one of the most interesting announced during the last fortnight is that whereby the Louisiana Land & Lumber Company of New Orleans purchased the hardwood mill and timberlands of the Conroy Lumber Company at Chinchuba, La., as well as 13,000 acres of hardwood timber at Honey Island, La. The Honey Island tract is estimated to contain 125,000,000 feet of timber. The mill at Chinchuba, having at present a daily capacity of 15,000 to 20,000 feet, will be equipped with new machinery and operated in conjunction with a nine-foot band sawmill of 50,000 feet daily capacity, which the company purposes to build at Honey Island. Morgan Jones of Fort Worth, Tex., is president of the company, and W. A. Hill of New Orleans is secretary-treasurer.

The Consolidated Louisiana Lumber Company has just been organized at Lake Charles, La., with an authorized capitalization of \$25,000. E. T. Wasey is president; L. P. Pavia, vice-president, and Gus Beatty, secretary-treasurer.

The Davis Bros. Company, capitalized at \$100,000 and operating a mill at Gatlin's Switch, Bossler parish, in the hardwood district, has just

come into the hands of a receiver. John Davis has been appointed to conduct the company's affairs.

#### Charlotte.

A charter has been granted the Martin County Timber Company of Williamston, N. C., at an authorized capital of \$100,000 and \$75,000 subscribed. The incorporators are J. T. Lynch of New York; Robert White of Jonesville, N. C., and J. G. Godard of Williamston, N. C. The company will sell timber and timber lands and do a general lumber business.

Some time ago the American Cigar Company erected at its Charleston, S. C., branch factory a box plant that is able to manufacture an enormous quantity of boxes from cedar logs. The raw material has been brought from Tampa by rail, but lately the company decided to have direct shipments made from Cuban ports to Charleston. The schooner John Francis arrived at Charleston a few days ago, having aboard her first cargo of cedar logs from Calabrien, Cuba. Two other vessels will arrive in a few days, and these mark the beginning of the regular schedule of arrivals of Cuban timber cargoes to the Charleston port.

Franklin, N. C., in the heart of mountains densely covered with timbers suitable for the manufacture of buggies, wagons, furniture and other hardwood products and with good railway facilities, is fast growing as a lumber manufacturing center. The foundation for a new wagon factory is now being laid. Other manufacturing establishments of this nature are also being planned, and the future of the town is promising.

A. W. Vickory & Co., mortgagees of the Thompson Lumber Company of Greensboro, N. C., bankrupts, have just sold at public auction the factory building at Greensboro to J. A. Odell of Greensboro for \$1,625.

The Continental Chair Company of Mebane, N. C., has been temporarily placed in the hands of a receiver and J. W. Cates, of Burlington, N. C., has been appointed. The company's liabilities are stated at about \$40,000, with assets amounting to about the same figures. There is only \$19,000 of stock paid in. The company has sustained two serious fires within the past four years and this, with the financial stringency, is the cause of the trouble now. Steps are being taken to continue operations.

The affairs of W. Mangum, Jr., sash, door, blind, etc., manufacturer, of Durham, N. C., have been placed in the hands of J. E. Pegram, receiver.

The bankruptcy affairs of the High Point Hardwood Manufacturing Company of High Point, N. C., bankrupts, have just been settled by Receiver W. P. Ragan of High Point. The mortgage creditors are the only ones to get anything, the unsecured ones, amounting to about \$2,000, losing out entirely.

The wagon factory of J. S. Marshall at White Plains, N. C., was destroyed by fire recently. The factory was one of the oldest in the state, having been established in 1880, and at the time of the fire a stock company was being formed to enlarge the plant. Just what steps will now be taken is not known. Loss amounts to about \$4,000, with \$2,300 insurance.

Announcement has just been made by the Miles & Corey Buggy Manufacturing Company of Washington, N. C., that beginning the first of the year the company will suspend operations for some time. This step is taken because of the decrease in sales, due to the recent financial stringency and unfavorable market conditions. Manager J. H. Corey says the company hopes to resume operations when conditions brighten up.

Since the beginning of the recent money stringency it is estimated that ninety lumber plants in this state have closed down entirely and about 130 have partially suspended operations, while the average reduction of wages made at the different lumber mills is estimated at about

20 per cent. If trade conditions pick up after the first of the year the mills will resume operations. It is confidently expected that the situation will be brighter when the first of the year obligations are met.

The Howard Vulcanizing Company of New York has delegated Capt. D. G. Purse to introduce in the southern states their process for drying all characters of swamp and highland woods, particularly tupelo gum, swamp oak, cypress, red gum, short leaf pine, etc. Captain Purse has for some months past been conducting experiments in New York with wood brought from Georgia taken from native trees and these experiments have been so successful that the company has decided to send Captain Purse to all parts of the South to establish plants. Captain Purse has just been in Charleston in the interest of the process and in an interview stated that it was the intention of the company not to establish a single plant until every state in the South where this timber is found is ready to act. Then the plants will be started simultaneously. The process of vulcanizing punkey pine and watery gum timber consists of subjecting these woods to intense heat in a huge steel cylinder. A certain degree of temperature is maintained for a few hours and the aqueous properties of the wood removed. The denser fluids, the albumen and pitch, the natural preservatives, are retained, evenly distributed in the pores of the wood and the timber thus treated is hermetically sealed and made practically proof against the decay of time.

The A. T. Griffin Manufacturing Company of Goldsboro, N. C., manufacturers of sash, doors, blinds, shingles, interior finish, etc., announce that because of the increase in business the plant will soon be enlarged. Workmen are now busy constructing dry kilns, a large finishing room and other buildings. All are being constructed of brick. Since its establishment the plant has been added to as business grew until it is one of the largest of that section.

The Carolina Chair Company of High Point, N. C., has been chartered at a capital of \$125,000. C. A. Cline, J. W. McDonald and others of High Point are the incorporators.

The Davis-Kirkman Company will be the name of the new company which recently purchased the Lindsay Chair Company's plant at High Point, N. C. The plant is well equipped for turning out high grade furniture.

R. D. Covington of Florence, S. C., has been elected secretary and treasurer of the Sanford Buggy Company of Sanford, N. C. Work will begin at the plant of the company about January 15.

#### Minneapolis.

T. E. Youngblood, southern manager for the Payson Smith Lumber Company of this city, with headquarters at Malden, Mo., was in Minneapolis for over a week conferring with Mr. Smith and taking in some of the good Minnesota ozone.

J. H. Trump, traveling representative of the Thomas & Proetz Lumber Company of St. Louis, was a recent visitor in the twin cities. He reported that southern mills had little stock and on account of the widespread shutdown there was bound to be a decided shortage of hardwoods in case the expected demand develops after the holidays.

The argument of the demurrers in the nineteen indictments brought against retail lumbermen as a result of the catalogue house fight was to have been held in Minneapolis December 20, but leading attorneys on both sides were engaged in other cases and the hearing was postponed by Judge Lochren to some date not yet arranged.

F. H. Lewis, Charles Oliver and C. W. Dewey, receivers for the Joannin-Hansen Company, the Minneapolis sash and door concern, have sold the plant for \$25,000 to the North Side Lumber, Sash & Door Company, which will remodel and operate it. After clearing up contracts and mak-



in payment dividends to the creditors several of which are hardwood concerns.

Receipts from the lumber sales at this time is fully as heavy as last year. In both cities the lumber receipts totaled during November were about equal to last year. The total estimated sales in Minneapolis was \$615,215, compared with \$549,130 in November last year. In St. Paul they came to \$683,366, compared with \$586,780 last year. The totals for eleven months were \$9,602,850 for Minneapolis and \$7,538,685 for St. Paul, compared with \$8,983,440 for Minneapolis and \$6,551,421 for St. Paul in the same months last year.

The Mercer-De Laittre Lumber Company of this city has started its new sawmill at Calderwood Mich. with 1,000,000 feet of logs banked and rail facilities to keep the supply going. The mill is a single band and expects to cut close to 10,000,000 feet a year. It will be largely hemlock, but will include a variety of hardwood, mainly birch, basswood, maple, ash and elm. Their maple timber is especially fine and they have already placed a good share of the product for use in special purposes, such as dairy machinery, wagon stock and heavy flooring. They are also going to cut hardwood lath. They have five miles of logging road connecting with the Northwestern line at Barclay, Mich.

Hardwood stocks held by Northwestern jobbers are more than one-third birch, while southern white oak stands next. There are fair quantities of red oak, maple and basswood, but not pine and elm and ash are practically sold clean.

#### Toledo.

John Natcher of Green Spring, well known among hardwood people of this section, passed away at his home in that city last week at the age of 75 years after an illness extending from August 2. Bright's disease and heart trouble were responsible for his demise. Thirty-five years ago he entered the lumber business at Green Spring and for many years he owned and conducted a hub and spoke factory in that city.

The East Side Lumber Company of this city is in the hands of trustees selected to handle the business. The financial difficulties grew out of the entanglement of the Kelley Lumber & Shingle Company of Traverse City, Mich., who are also large stockholders in the local concern. At a recent meeting of the creditors L. C. Slade of Saginaw, Mich., Robert H. Jenks of Cleveland and Rathbun Fuller of Toledo were chosen trustees, the effort being thus made to keep the matter out of the courts.

Nearly all the local plants are curtailing operations to some extent, while a few have closed down altogether. The Milburn Wagon Works, which ordinarily employs in the neighborhood of 1,000 men, after being closed for inventory since December 1, has again started its plant, but with 300 employees, and a promise to put the rest at work shortly.

#### Ashland, Ky.

T. N. Fannin of the Keep-Fannin Lumber Company has gone to Phoenix, Ariz., to look after his extensive mining interests and will be absent about a month or six weeks.

S. M. Bradley of Morehead was among the lumbermen who visited Ashland recently.

Fire destroyed the plant of the Parkersburg, W. Va., mill company and the manufacturers' Interior Woodwork Company on December 18 at Parkersburg, W. Va. Loss, \$100,000.

G. W. Baker, cross tie dealer of Washington Court House, O., was in Ironton recently in conference with C. C. Clarke of the Ironton Cross Tie Company and Inspectors Henry Farmer and Andy Hall, who buy the ties for the Louisville & Nashville and Michigan Southern railroads. Because of the usual winter cessation of work on railroads, etc., there is an oversupply of ties on the market and steps were taken to check the output.

The W. H. Dawkins Lumber Company's new mill at Ironton, O., began operations December 18. This is the largest single band mill between Cincinnati and Pittsburg and is a modern plant in every particular. The company has enough timber on hand to run the mill until April and it is expected to run all winter without interruption.

Charles Wilson of the R. G. Page Lumber Company has gone to South Bend, Ind., accompanied by his wife, for a two weeks' vacation.

J. W. Martin, Big Sandy representative of the R. G. Page Lumber Company, has been in northern Ohio for the past week, but will be home in time for Christmas.

H. G. Irwin, local representative of the Licking River Lumber Company, has returned from a business trip to Pittsburg.

J. H. Moriarity is here from Foley, W. Va., where he has extensive lumber interests, to spend Christmas with his family.

Charles Kitchen of Vansant, Kitchen & Co. is a probable candidate for Congress on the democratic ticket. Mr. Kitchen is one of the most prominent men in this section and will make a good race.

R. G. Page has returned from a business trip to Binghamton, N. Y., in his firm's interests.

Last week while Captain Rose, in charge of the towboat Andre M., was on his way to Portsmouth, O., with a big consignment of ties for W. E. Tripp, the local dealer, the raft began breaking up and in spite of the efforts of the crew close to 3,000 ties were lost. Since then a force of men have been engaged in picking them up and they will be about all recovered. Mr. Tripp is preparing to abolish his outlying agencies and will centralize his business in

Portsmouth. It has grown from a small beginning to a mammoth industry and Mr. Tripp feels he can manage it from a central base more easily. W. E. Steinhamer, who looks after Mr. Tripp's Big Sandy interests, will be removed to Portsmouth.

W. B. Bennett of Pittsburg is now in possession of a tract of land formerly owned by the Carter County Mining Company and which lies along the Chesapeake & Ohio railroad in Carter county, Kentucky. The land has been in litigation for eleven years. It is rich in coal, timber and fire clay. A branch railroad six miles long went with the tract.

A big land deal has just been made at Barbourville, Ky., Col. John E. Golden selling 15,000 acres of coal and timber lands in Leslie, Perry and Letcher counties to J. J. Hoblitzell of Meyersdale, Pa. Mr. Hoblitzell and partners will hold the land for future development.

The Harvey Improvement Company of Huntington, W. Va., has just been chartered for buying, leasing, owning, trading in and selling lands and other properties in the state of West Virginia and elsewhere and for the purpose of developing the same, with the right to build and construct houses, tenements, plants and factories within the state of West Virginia and elsewhere. Incorporators, W. J. Harvey, E. B. Enslow, Henry Simms, F. Enslow, Jr., and L. A. Slater, all Huntington men. Capital stock, \$50,000.

John S. Lynd, owner of the Ironton Wagon Works, has filed a petition in voluntary bankruptcy. In the petition Mr. Lynd gives his liabilities as \$123,359.19, with assets of \$9,205.48. The factory was closed down several days ago.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

Dullness has marked local hardwood conditions for the last fortnight, with very little prospect of orders for the next week. Salesmen report that many buyers are arranging to place orders immediately after New Year's and the correspondence of the average house shows a large number of inquiries for stock. The manufacturing wholesale trade is very hopeful that there will be a fair volume of business during January. There is very little price cutting, as sellers have awakened to the fact that there is little dry lumber in sight, and with a very moderate renaissance of demand they will not be able to replace lumber at a price to show any profit below current price list. The trade generally is feeling very hopeful of good business for 1908.

#### Boston.

The market for hardwood lumber has not shown any improvement during the past ten days. Manufacturing plants have found it difficult in many instances to get ready money enough to make up their pay rolls and curtailment of production has been the result. In addition to this several orders for hardwoods have been countermanded. Practically all consumers are using up everything they have on hand rather than buy fresh supplies. When business does start up orders should be of good size. In the absence of business of any volume prices have become easier in many instances. Manufacturers of lumber feel the pinch of the times and have offered stock of a desirable character at prices considerably under those in force two and three months ago. Large producers have curtailed production so that, although demand is not active, accumulations are not growing rapidly.

Offerings of quartered oak have increased of late and prices are lower. One inch, ones and twos, is quoted at \$79 to \$83. Very little business can be done at the top figure. Several sales are reported at \$79. Plain oak is also in large

offering. Before business in general fell off plain oak was plentiful, but now the surplus is even more noticeable. Quotations range from \$49 to \$53. White ash is not in active request, but prices are still fairly well held. Demand for cypress is not large. Some of the cypress mills are offering stock at lower prices. Whitewood mills are curtailing. Buyers are not large operators. One inch is quoted at \$59 to \$60.

#### New York.

Trade here is very quiet, and while prices do not show any material fluctuation, there are slightly increased reports as to competition on such desirable business as is offering. The consensus of opinion is that the market curtailment of hardwood production and the limited supplies of manufactured material available for market are going to have an important bearing upon prices after the turn of the year, and especially with the approach of spring, provided there is anything like a normal demand. This is certainly logical reasoning and, further, it is making present holders of hardwoods loathe to let stocks go except at good prices. In a recent interview one of the shrewdest hardwood men in the East, and one who is thoroughly in touch at all times with the hardwood situation in all its branches, stated that he coincided with the above opinion and that so far as he is concerned the stocks which he has in pile at his southern wholesale yard can stay there all winter, and he will be satisfied to take his chances with the development of early spring. Of course this man is able to finance his affairs, and such action can hardly be expected among the rank and file of present hardwood holders. However, those who will have to let their stock go for what they can get for it are in the main smaller people, and while the aggregate of these small holdings is quite large and such forced selling may reflect unfavorably on hardwood values for the next few weeks, the larger manu-



retailers and wholesalers who are in position to turn themselves financially round an important position in present conditions and financial reports will reap good returns from such action.

### Philadelphia.

The local trade shows little promise to show around the financial crisis and a decidedly better feeling prevails. Though no decided improvement in trading is anticipated until about the middle of January, many inquiries have been made and some good orders placed of late. It is the consensus of opinion in hardwood circles that the outlook for 1908 trading is promising.

Stocks at mill centers are not heavy, the car shortage is past and heavy weather will soon be a considerable factor to be considered by both shippers and buyers. The woodworking industries are fairly active and steady consumers, but are buying cautiously. Yards are fairly stocked. Values in good thick hardwoods are as ever firm; ash holds top notch; basswood, beech and cherry are running steady; chestnut has fluctuated a little, but this is not unusual for time of year. Oak, Nos. 1 and 2, has been a little off; veneers keep good reputation. Taking the hardwoods as a whole, there is no fault to find with present status.

### Baltimore.

The hardwood lumber business has dropped into the holiday quiet, emphasized by the sluggishness due to the monetary stringency. A marked improvement has taken place in the general situation, but it is still a far cry to the conditions that prevailed last summer. There was bound to be a cessation toward New York, when such work as the closing of books, the striking of trial balances, the taking of stock and other similar occupations is to be performed. In the first place, attention is diverted from buying and selling; secondly, dealers naturally aim to defer purchase so as to make the sum of their obligations as small as possible. No marked increase in activity is to be expected for the balance of the current month, and all the lumbermen are prepared to take matters easy. Salesmen on the road have been called in and will stay at home until after the holidays. The situation is generally believed to be in good shape and there is no cause for apprehension as to the future. Notwithstanding the restricted movement of late, values have been maintained for the better grades, and even the lower kinds of lumber have not sagged as much as might have been expected. Furthermore, stocks at the mills are remarkably low. Everyone who has visited the milling sections brings back the same reports, which means that when the inquiry does pick up difficulty may be experienced in getting orders filled. The strongest wood on the list is poplar, which has been active all along at figures that show little, if any, decline from top-notch figures. The inquiry has continued until now and the mills have been able to dispose of their product without difficulty. There is little doing in the export trade. Owing to the differences over the inspection rules and the measurement at Liverpool, the movement halts, a condition also due in part to the large supplies on the other side, which have not yet been distributed.

### Pittsburg.

Winding up the year's affairs is by no means such a disappointing job as most hardwood firms feared. If the past few years had not been such phenomenal periods in lumber selling little disappointment would be felt today. As it is there are very few hardwood men with good sense who are not feeling mighty good over the year's totals. They show that in spite of all the unfavorable influences that have been working for the past few months to pull down the year's footings there is hardly any decrease compared with 1906, which was in every way the best year that Pittsburg dealers ever saw.

A careful canvass of the hardwood firms of

Pittsburg today confirms the fact that there is no reason for the most pessimistic view of the year, at least a percentage of that of 1906. Many are confident enough to feel that when the spring comes around it will be found that there is more money in the bank than was expected. Whereas the trade in the prices and in general, fell off seriously in the autumn, there was no appreciable reduction in the demand, no demand until within the last six weeks of the year. The last part of the year kept up a swift pace which has probably counterbalanced the falling off during the latter part of the year.

It is certain that in one line of hardwood only as much if not more lumber has been sold than last year. If Pittsburg had not been hit so severely hard by the recent financial storm it is a sure thing that 1907 would have far eclipsed any previous year in Pittsburg's history.

Pittsburg firms which have hardwood mills are not worried over the outlook. With few exceptions the southern hardwood mills in the country are running full. In West Virginia, Kentucky and Maryland there have been many shutdowns the last few weeks due to the policy of curtailing production to curtail production and thus hold up prices. These plants are generally in good shape and will be started just as soon as the general business conditions are improved enough to permit of a fair market inquiry. Throughout Ohio and Pennsylvania the mills have been running practically continuously since last January and at present have only tiny stocks of lumber. Unlike the yellow pine and hemlock people, the hardwood manufacturers can claim truly that their present available stocks are not large enough to cause any tendency to a reduction in prices and they mean to maintain this healthy equilibrium. In the face of very depressing business conditions prices of hardwood have held remarkably well. In fact, some woods are actually selling now for more than one year ago.

### Buffalo.

There is the same quiet tone to the hardwood market that has prevailed since money ran short and it is expected to last well into next months at least. The trade is holding prices pretty firm and it is believed that production is now so well in hand that there will be no need of forcing lumber on the market at buyers' prices, and no excuse for it. Hardwood lumber of any sort is too scarce to be given away, so the yards are content to remain quiet for awhile.

As yet the buying public does not seem to know what to do. In the East much of the high-class building was stopped by the panic, but it is slowly resuming and building in Buffalo is still in full blast, though mostly soft-wood construction is in progress. Money has not been as tight here as it was elsewhere, and it is now quite easy.

There has been some reduction in the price of plain oak and birch, and chestnut has not been quite up to its former level. The other hardwoods are so hard to get that they have been held pretty well up to their former prices and will stay there. All the sawmills are either stopped or held in, so that no trouble is to be looked for from that direction. When the demand is resumed, as it will be when money is plenty again, the trade will proceed on the old footing.

There is a good stock of everything in hardwood lumber here and the dealers are able to hold their lumber till the demand is back. They will not try to urge sales, as that means forcing a slack market and it would result in breaking it.

### Detroit.

The Detroit hardwood people admit that times are dull. However, the majority of them are going right ahead with their winter lumbering

operations, planning for a big trade in the spring. They look for heavy building operations in the spring and a good lively demand.

### Bay City and Saginaw.

There has been practically no buying here since the slump in the money market and there will not be much doing until after the advent of the new year. Lumbermen, however, are not at all pessimistic. Buyers talk confidently of making contracts as usual and it is not expected there will be any material decline in prices. Stocks of dry lumber in the hands of manufacturers and dealers are considerably smaller than last year and the outlook is hopeful. Quotations here are: Beech, No. 2 common and better, \$18; elm, \$24 and \$26; birch, \$18 and \$20; hard wood, \$25 and \$27; maple, \$20 and \$32. Inch maple is held at \$18 and \$19 and 5 ft. and 6 ft. \$18 and \$20. There is a heavy consumption of culls for boxes and crating and prices are higher than they were a year ago.

### Columbus.

All changes in the hardwood lumber trade in this section within the past fortnight have been for the better. While the improvement is not sufficient to overcome the recent depression, there is a more hopeful aspect to the trade and shippers and dealers express greater confidence in the future. Buying is still done in limited quantities, but orders show increase in almost every direction.

Hardwood prices are slightly stronger than the quotations of two weeks ago. Poplar is, of course, the strongest point in the market, but a close second in the better grades of oak. Prices for poplar are unchanged, except in the lower grades, where a slight falling off is noticeable, due to overstocking of the market. Oak especially quartered is in good demand and a slight increase in price is reported. The demand for elm, ash, maple and cypress is still limited and little is moving.

Since the southern mills have decided on the policy of curtailing production better things are in sight. Dealers believe that it will only be a question of time until there is a good demand for hardwoods of almost every kind and the shorter supply will be shown in the firmer quotations and better tone of the market.

### Indianapolis.

The hardwood market is slowly recovering from the depression caused by the financial stringency. Business is not yet up to its normal standard, but both dealers and manufacturers anticipate a general clearing of conditions by January 15.

Manufacturing plants using hardwoods are rapidly reopening or putting men back to work, thus increasing demands for raw material. Building, however, shows no improvement over a month ago, due to the fact that it is almost impossible to make loans.

December is naturally a dull month in the Indiana trade, so dealers are not very pessimistic over the outlook. On an average hardwood stocks are lower than they were a year ago and buying has not been continued extensively. Prices remain practically the same.

### Milwaukee.

Little hardwood is being sold in Milwaukee at the present time. The market is always slow at this time of the year, but this month has been exceptionally dull. The retailers have sufficient hardwood stock on hand, but there is little demand. List prices are not generally held, although hardwood prices have been considerably firmer than softwoods. Numerous inquiries come in daily, but few actual sales are recorded. The retailers whose yard stocks are depleted order only in small lots.

Some of the optimistic dealers are of the opinion that the first of the year will find business returning to the normal level.



Local inquiries are coming in more freely as an indication of better business in the new future and it is on this that they now base their hope.

George Wilson, local manager for the Hiles Lumber Company, has just returned from a southern trip in the interests of his company and reports deplorable conditions among the camps and mills. All of the lumbermen are curtailing their output and the mills are working with half forces, while over half of them are completely closed. "Money is extremely scarce down there at the present time," said Mr. Wilson, "and in my opinion conditions are far worse than they are in Wisconsin."

#### Chattanooga.

The situation among lumbermen in Chattanooga is better just now than it has been since the financial trouble came on. There is more confidence than there was four weeks ago. Lumbermen, however, believe that it is now up to the banks to completely restore confidence, and unless they pursue a conservative course there is little likelihood that business will be what it was a few months ago.

Recently the local banks issued a statement in which they showed that they have more money than they have ever had, and lumbermen now believe that they should get busy at once.

While conditions are not yet what they should be, lumbermen here will have a very merry Christmas because of the business they have done during the year. They all hope that within the first few weeks of the new year business will begin to be more active and in a short time the prosperous conditions which characterized the major part of 1907 will be restored.

The lumbermen of Chattanooga and the surrounding section have done a big business during 1907. It is believed that the volume of trade will not equal that of 1906, but the profits will be larger. The business of 1907 was transacted on a more conservative and safer basis than that of former years, and the new year will see a continuance of economical and conservative practices.

#### St. Louis.

There has been a little improvement during the past two weeks in hardwood conditions, caused by the betterment of the financial situation. There is a better feeling and generally after the first of the new year there ought to be a noticeable increase in trade. This is assured from the fact that stocks of the factories are getting low and must be replenished and that orders will undoubtedly be placed before long. Most of the business that is being done is with eastern buyers. Western buyers are only ordering in small lots when they need lumber for immediate requirements. The yard people are not buying, as they are pretty well stocked up and are not inclined to buy until conditions become settled. Bargains, however, are bought when offered. This is true in ash, poplar and quartered white oak. There is also more buying of walnut. The plain oak market is weak and unsettled. The same applies to gum.

#### Nashville.

A much better tone in the lumber market is noticed in the past few days in this section. There is a better feeling in every locality of the hardwood belt and things seem to be loosening

up a bit in a financial way. Every one seems to feel as though the worst had passed and that better times are due in the near future. In the meanwhile the lumbermen are waiting. They are not pushing anything on the market at reduced prices, but are holding their stuff rather than run the risk of demoralizing the market.

Poplar continues to be the leader in a local way. Ash and hickory are still firm, however, and quartered oak presents a similar condition. Plain oak is possibly in least demand just now of the popular kinds of hardwoods. Local lumbermen are not looking for much business until February and will be entirely satisfied if things pick up in earnest by that time. Most of the mills are still closed down and will hardly open until things pick up a bit.

#### Memphis.

Demand for hardwood lumber continues quiet, but there is a general increase in inquiries. Consumers buy in limited quantities and mixed cars are still a feature. Holders are firm in their views and there is little tendency toward shading prices. The lightness of stocks in the hands of producers, the recent small buying by consumers, the decided reduction in output and the passing of the financial stringency are all encouraging the trade to look for a return to normal conditions and are likewise preventing them from sacrificing their current stock. Foreign demand is light, except for a few specialties. There is some ash going into foreign channels, while there is also a fair demand for thin gum and white oak in both plain and quarter-sawn. Poplar is in good demand for the domestic trade and prices are well maintained, owing to the decided lightness of offerings. There is a moderate inquiry for cottonwood in the higher grades, but the striking feature is the excellent demand for the lower grades used in box manufacture. There are very few box boards for sale and those who hold these are disposed to ask stiff prices therefor. White oak is moving in fair quantities in both plain and quarter-sawn, but a number of manufacturers state that there is not much call for red oak in any grade. Cypress is offered in liberal quantities and the demand is slow. Prices are being shaded in some instances. Gum is rather slow of sale, though there have been some fairly large transactions during the past two or three weeks. Prices are slightly easier.

#### Charlotte.

Lumber trade conditions throughout this state are decidedly unfavorable. A large percentage of the lumber mills of the state have suspended operations, either wholly or partly, for the time being, and unless conditions improve the first of the year, further suspensions or reductions in wage scales will follow. Prices have fallen generally in this section and things are pretty quiet. It is hoped that the first of the year will bring about a change of conditions for the better.

#### Minneapolis.

A sane and careful view of the situation in the northwest gives every reason to expect another good year in hardwood circles, at least a continuance of high prices. At the present time actual buying is almost suspended, as business is quiet and both factories and retail dealers are in the struggles of an inventory season. In the past two years there has been demand during December, but it is not the usual thing, and dealers are coming to realize that they can not always expect to do an exceptional business. The situation now is about normal compared with ordinary years in the past.

While demand is slow, inquiry is rather brisk and there are tangible evidences that active buying will be resumed early in January. Several furniture and woodworking factories have asked for prices lately and signified that they intended to place orders by January 10 or about that time. The sash and door people are more

cautious and seem to be waiting for their own demand to pick up after holidays in special lines. All consumers realize, however, that stocks are light all around and they do not expect to do much in the way of getting price concessions. When they get ready for the lumber they will buy at whatever price is ruling. Holders of birch report that it is almost universally held at list now. Once in a while a reduced price is reported on uppers. All other northern hardwoods are scarce and held firmly for full list. One or two dealers hurt the market recently by low quotations on southern oak, but the low prices are out of the market and with 90 per cent of the mills reported down, offerings are firmer than ever. The retail yards are not being heard from at all, just at present.

#### Toledo.

The usual holiday quietude pervades the hardwood lumber business here at this time. Under ordinary circumstances a depression in business is anticipated at this season, as factories of all kinds close down either wholly or in part to make repairs and take inventory. This condition is being intensified this year by financial trouble.

Hardwood dealers are very hopeful of the future, however, and anticipate a prosperous season next year. That there is foundation for this hope is made apparent by the large number of building contracts which have already been closed and on which operations will begin with the dawn of spring. Numerous other projects are under way which mean much in the way of hardwood business. It would now seem that nothing short of absolute financial panic will be able to prevent the promised prosperity of next summer in Toledo so far as the hardwood business is concerned.

#### Ashland, Ky.

Business is already beginning to pick up a little and the local dealers are sanguine that with the opening of the new year the lumber market will brighten up perceptibly. Orders are coming in more plentifully and there is an unusual amount of building contracted for which will create an active demand for building materials.

#### Liverpool.

The trade of this port has been much disturbed during the last fortnight by the large increase in the bank rate, and everything is quiet. The bank rate has always a very serious effect on the lumber market here when high, the long terms of credit (six months) making it very awkward for dealers. This caused one of the large firms here at its last auction sale to offer 3½ per cent for cash payments instead of the usual 2½ per cent.

Mahogany, owing to the large import of inferior and small wood, has eased off considerably. Buyers here are very uncertain how this and all other hardwoods are going. Considerable difference of opinion exists as to what effect the financial crisis in the States will have upon prices. Shippers and brokers argue that higher prices will be seen and merchants all contend that we shall see a slump, but altogether it is a position very difficult to sum up. A parcel of hickory logs came onto the quay last week and realized a fair price. Undoubtedly, however, if the shipper had stuck out for a higher value he would have obtained it easily. It is quite certain that very good prices will be obtained for wood received here between now and the end of February. Practically no stock is on hand and all the large buyers are clamoring for this wood. Shippers should be able to obtain their own price and may be advised to send all the available wood they can. Poplar is weaker, decidedly, and lower prices for wide stock, 18-inch and up, are reported. Oak is firmer than it has been in some time, but wagon oak is slightly easier, several parcels having been shipped on consignment.

# POPLAR

Rough and Dressed  
SOUTHERN HARDWOODS

## M. A. HAYWARD

1021 Saving and Trust Bldg., Columbus, O.

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Name price and time of delivery.  
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I am in the market for timber lands, hardwoods or longleaf pine, from owners only. No brokers. O. B. LAW, 85 Dearborn St., Chicago, Ill.

## LUMBER FOR SALE.

### POPLAR AND OAK LUMBER FOR SALE

We have 200,000 ft. dry poplar, 4-4 to 8-4 and 10-4, and 100,000 ft. 4-4 plain white oak, log run. We prefer to sell this on grade, all grades in same deal. Will sell either poplar or oak separately. This is all fine clean stock, 30 to 40 per cent 1sts and 2nds, nothing picked out.

BUCHANAN & GOWER, Waynesboro, Tenn.

### FOR SALE.

One car each 1-4 and 8-4 dry patch oak.  
One car 4-4 and 8-4 hickory.  
Two cars chestnut, 20' to 30'.  
A. D. SACKETT, New Lebanon, N. Y.

### HICKORY WAGON STOCK FOR SALE.

Automobile spokes a specialty. Write us if there is anything you require in hickory, including handles of all kinds.  
PLACE BROTHERS,  
131 State St., Boston, Mass.

### OAK, CYRESS TIMBER, ETC.,

For sale. 100,000 feet inch No. 3 common oak, dry.  
100,000 feet cypress timbers to be cut 6x8 and larger.  
100,000 feet red oak car material, to be cut.  
POCAHONTAS BENDING WORKS,  
Pocahontas, Ark.

### MAGNOLIA AND RED GUM.

Wanted to cut to order one million feet or more unusually choice Magnolia trees, also Red Gum; winter cut logs. Daily capacity, 20,000 ft. Address  
SOUTHERN SAW MILL CO., LTD.,  
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### FOR SALE.

Kiln dried, blind bored and end matched Oak flooring. We have an accumulation of 2½" face select and factory Oak Flooring that we will make a special price on to move promptly. We can also ship mixed cars containing flooring, poplar bevel siding, white pine and yellow pine, rough or dressed.  
SHIPPEN BROS. LUMBER CO., Ellijay, Ga.

### BUGGY REACHES FOR SALE.

30,000 buggy reaches, best of Ohio hickory, 1½x1½, from 4'8" to 6' long. Address  
W. H. & W. S. TAYLOR, So. Zanesville, Ohio.

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Smith, Meyer & Schnier 6' band mill and filing room machinery. Good as new. Has not sawed half million feet. Address  
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## RAILWAY EQUIPMENT

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.  
SOUTHERN IRON & EQUIPMENT CO.,  
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### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address  
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ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the world. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little** expense and without loss of **valuable** time. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

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LARGEST TIMBER DEALERS  
IN THE WORLD

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When you have anything to sell, or wish to purchase anything in the way of

### HARDWOOD LUMBER

CROSS TIES OR PILING

Norval Osburn, Seaman, Ohio

### Save Your Money

By Using the

## RED BOOK

Published Semi-Annually  
in January and July

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the UNITED STATES and MANITOBA.

The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you.

WRITE FOR TERMS.

### Lumbermen's Credit Association

ESTABLISHED 1878

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are frequent  
except where  
our

Two Piece  
Geometrical  
Barter Coin  
is in use, then  
imitation isn't  
possible.  
Sample if you  
ask for it.

S. D. CHILDS  
& CO.  
Chicago

We also make  
Time Checks,  
Stencils and  
Log Hammers.



### A New Year's Resolve

Whereas, I am engaged in business for profit—to make all I honestly can; and,

Whereas, I have learned by experiment that IT PAYS TO ADVERTISE,—

Therefore, do I resolve to advertise unceasingly but judiciously, during 1908, the goods I have to market.

Let the Hardwood Record consider with you your publicity for 1908. It has something special to offer. Write

### HARDWOOD RECORD

355 Dearborn Street, :: Chicago, Ill.



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Adams Ave. & Park St.

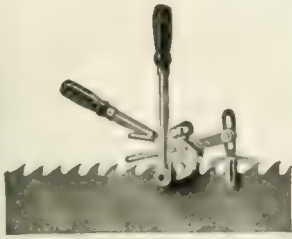
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In the center of the shopping, theater and business district. A la carte cafe—grille-room. Service unexcelled. Every room has bath.

Rates, \$1.50 per day and upward.

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Band Saw Swage

Simple in Construction  
Easy to Adjust  
Strong and Durable  
Send for 1907 Catalog, No. 10  
It Tells You All About Them

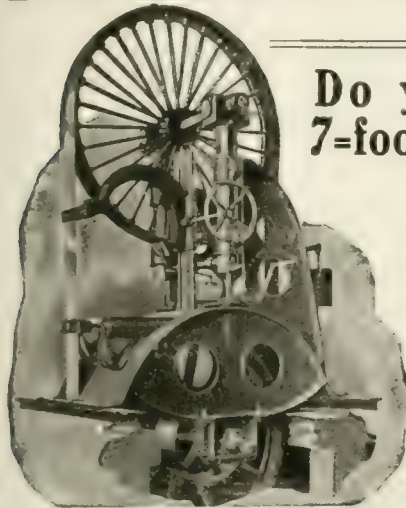
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## Hanchett Swage Works

BIG RAPIDS, MICHIGAN



Circular Saw Swage with Bench Attachment



**Do you want a  
7-foot band mill?**

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mfg. Co.**

Eau Claire, Wis.

**We Manufacture All Kinds of High-Grade Circular Saws**

Shingle Saws  
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Grooving Saws  
Edger Saws  
Bolting Saws  
Concave Saws  
Trimmer Saws  
Gang Saws  
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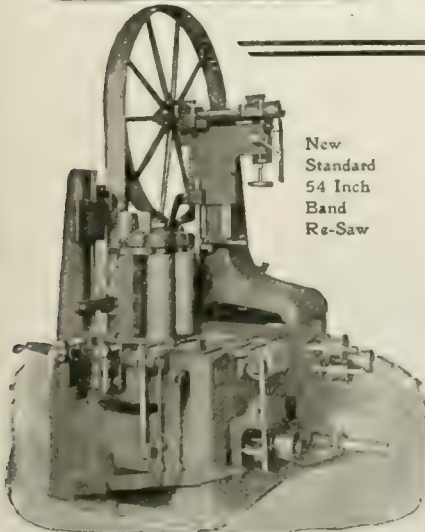


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Saw Swages and  
General Saw  
Mill Supplies

Write for  
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Special  
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Repairing

**Michigan Saw Co.** 101 to 109 Germania Avenue **Saginaw, Mich.**



New  
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54 Inch  
Band  
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## MERSHON BAND-RESAW SPECIALISTS

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

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**HARDWOODS, CYPRESS AND OTHER WOODS**

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Make a Specialty of

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Hickory  
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Poplar

Rough and Finished Wagon Stock and Dimension

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Offices

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## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER  
but the BEST LUMBER PAPER published



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That is operated resting on car at Rail Road;

That is moved through the woods by its own power and operated independently of R. R. for skidding to sleigh and wheel hauls;

That moves itself up and down mountain sides to any vantage point for handling mountain timber.

We build Logging Machinery to meet the varying local woods conditions.

Would our Catalogue interest you?

### RUSSEL WHEEL & FOUNDRY COMPANY

DETROIT = = MICHIGAN

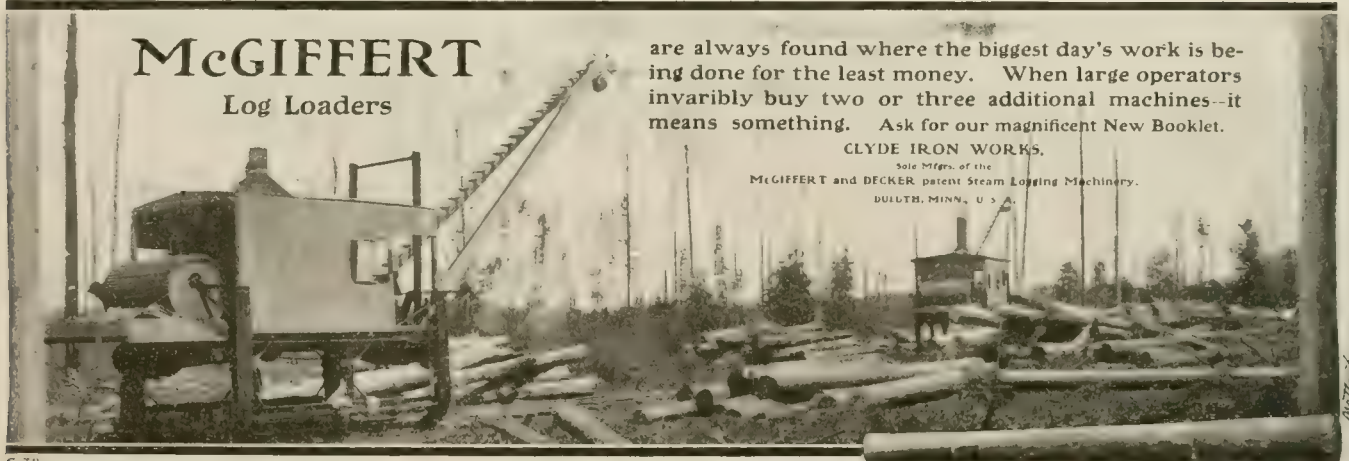


## McGIFFERT Log Loaders

are always found where the biggest day's work is being done for the least money. When large operators invariably buy two or three additional machines--it means something. Ask for our magnificent New Booklet.

CLYDE IRON WORKS.

Sole Mfrs. of the  
McGIFFERT and DECKER patent Steam Logging Machinery.  
DULUTH, MINN., U. S.



## LIDGERWOOD MACHINES

WILL STOCK YOUR MILL

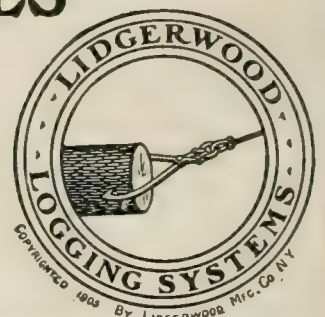
SKIDDERS  
SNAKERS  
YARDERS

LOADERS  
PULL BOATS  
CABLEWAYS

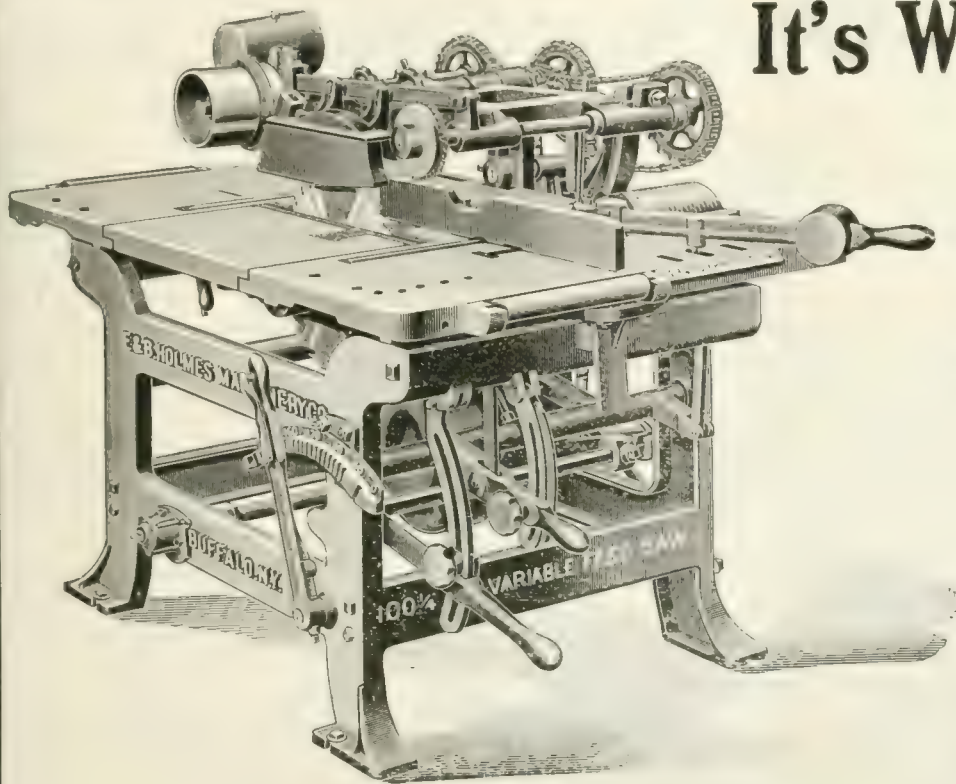
### LIDGERWOOD MFG. CO.

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Logging Machinery Branch Houses: ATLANTA, GA., SEATTLE, WASH.,  
Agency: Woodward, Wight & Co., Ltd., New Orleans, La.







SELF-FEED RIP-SAWING MACHINE.

## It's Worth While

Let us tell you  
about our

### Variable Feed Rip-Sawing Machine

Nothing equal to it  
for making dimension  
stock and for general  
use in furniture and  
other wood-working  
factories. It's just  
as good as it looks.

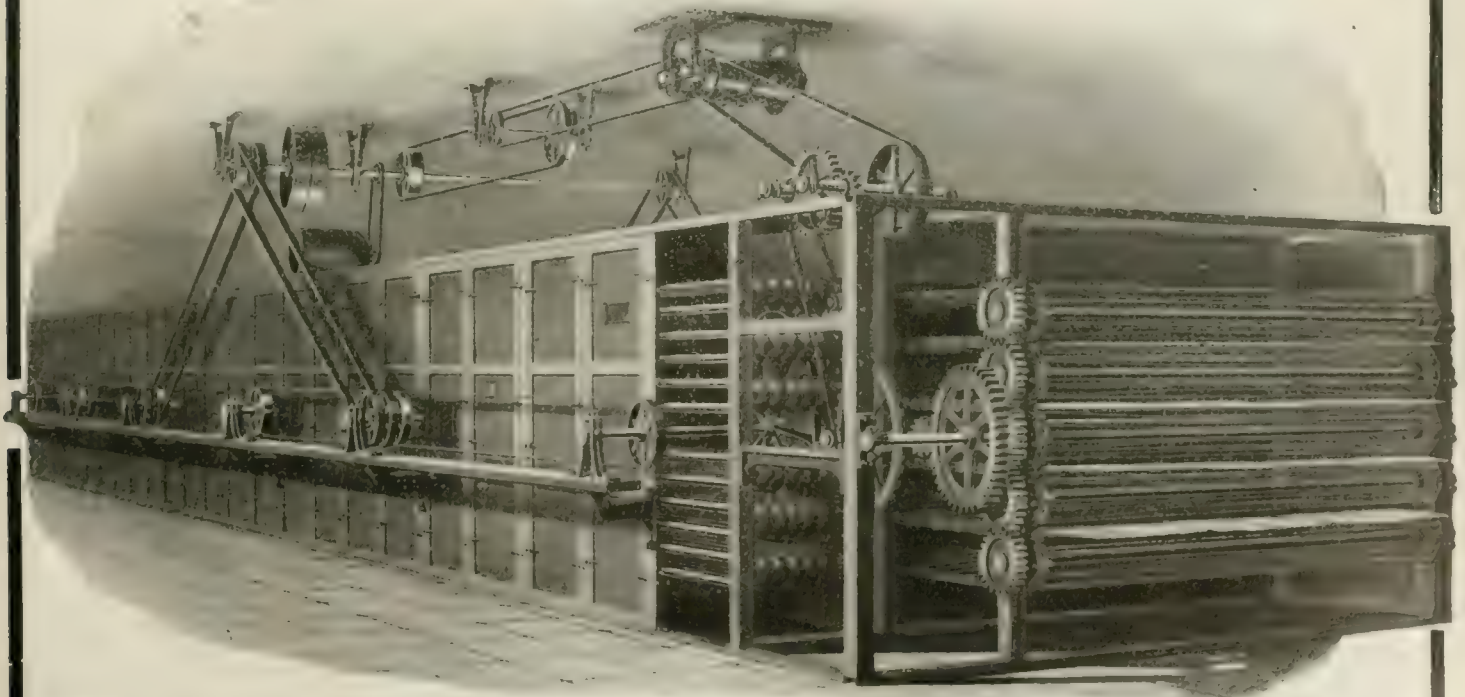
**E. & B. HOLMES  
MACHINERY CO.**

Buffalo, N. Y.

Send for Book  
and lot of references.

## NEW VENEER DRYER

**"Proctor System"**  
Automatic Girt Conveyor Type



No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Roller Dryer.  
Fortieth inch handled better than Apron Dryer

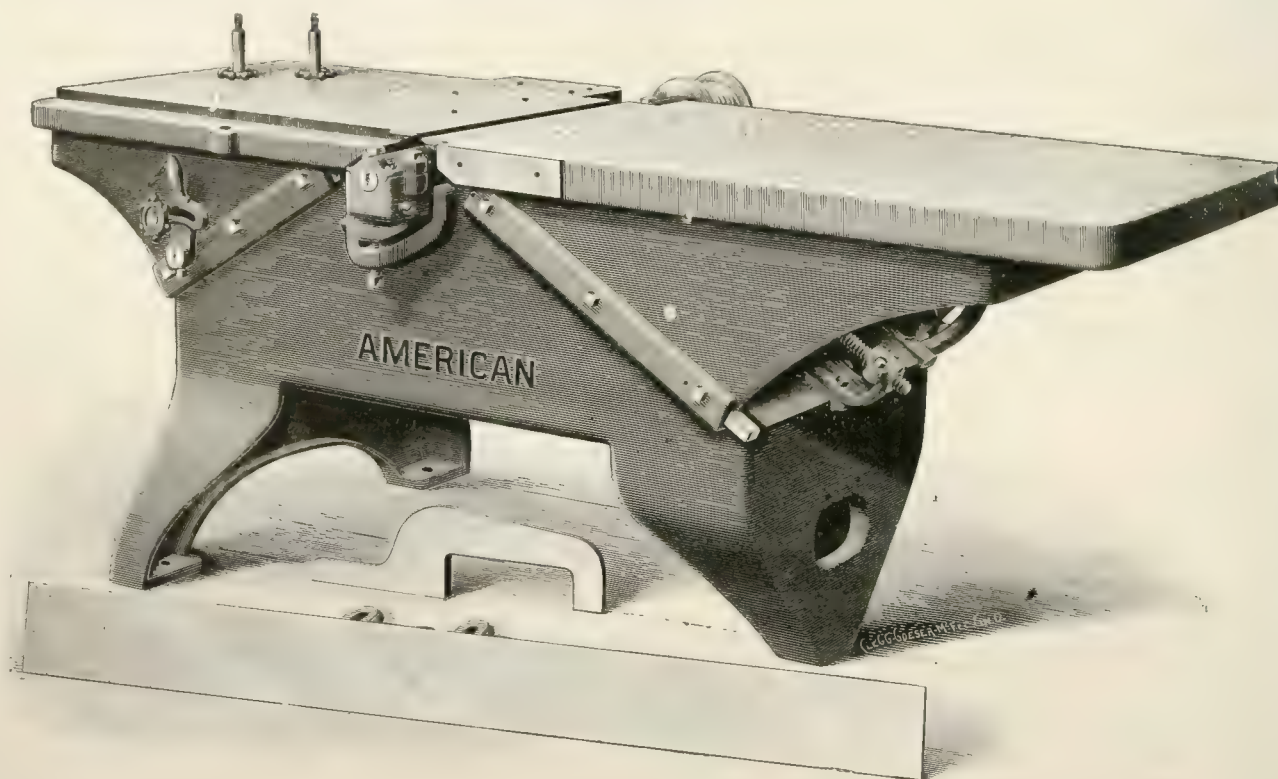
**The Philadelphia Textile Machinery Co.,** Hancock and Somerset Sts. **Philadelphia, Pa., U. S. A.**



# Over 3,500 In Use

Don't fail to investigate the merits of the American Buzz Planer and Jointer, the finest woodworking machine of its kind built; as perfect in design and construction as any tool made.

If in need of a Buzz Planer, buy an "AMERICAN."



No other Buzz Planer has the adjustments, solidity of construction and advantages of this one, nor can others do the wide range of work of which this is capable; such as squaring, smoothing, taking out of wind, glue jointing, beveling, chamfering, rabbeting, moulding, tonguing and grooving, beading, cornering, cross-graining, tenoning, etc.

## Investigate!

Write for Our Catalogue. Prices on Application

# American Woodworking Machinery Company

**General Offices, Rochester, N. Y.**

**Salesrooms:**

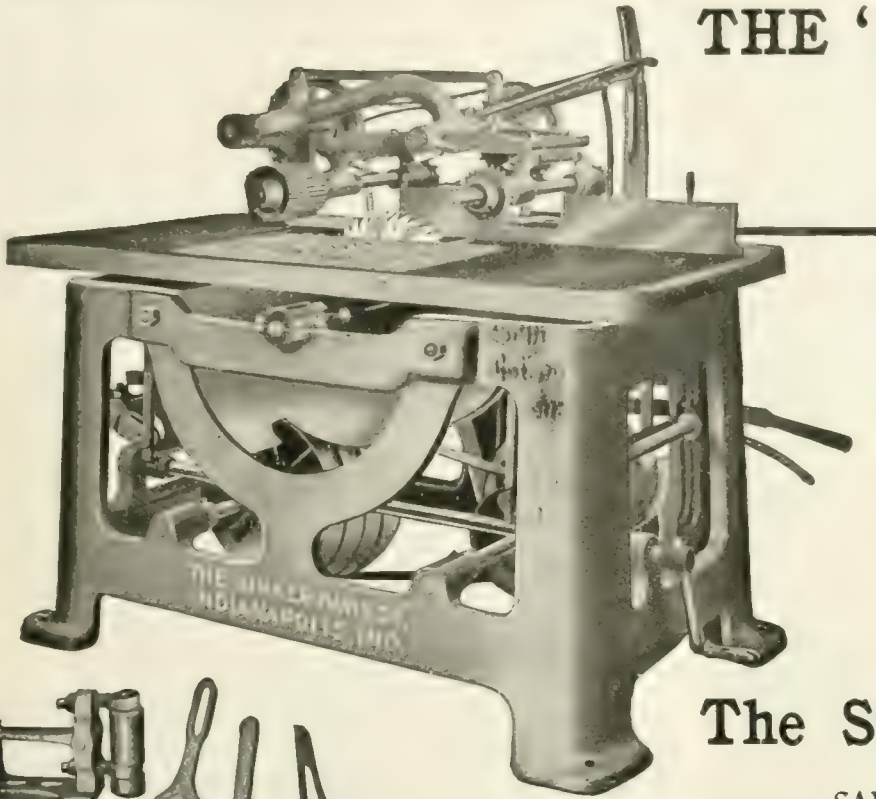
New York, West Street Bldg.

Chicago, Fisher Bldg.

New Orleans, Canal La. Bank Bldg.

Rochester, 591 Lyell Ave.

## THE "HOOSIER" SELF-FEED RIP SAW



The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine. It has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock  $17\frac{1}{2}$  inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

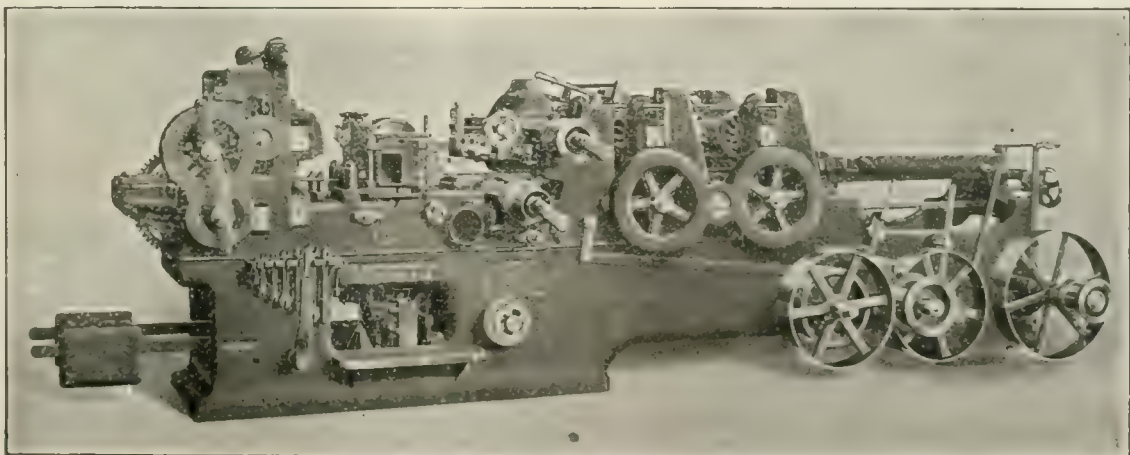
We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

### The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.

## No. 24 C FLOORING MACHINE



A heavy, powerful, eight roll matcher particularly suited to producing, in quantity, Hardwood Flooring of High Finish.  
SPECIAL PATENTED Appliances and Attachments. Write us and we'll tell you how we can double your output and improve the quality.

## S. A. Woods Machine Co., Boston

CHICAGO  
811 Railway Exchange

JACKSONVILLE

SPECIALISTS IN  
FLOORERS, PLANERS AND MOULDERS

SHREVEPORT

SEATTLE  
617 Lumber Exchange



# "Hello, 1908. Glad to see you."

"Good morning, Mr. Business Man. You see I am here on time."

"So you are and you look pretty good to me too."

"Well, I feel all right and rather guess I am a tolerably healthy specimen. But how are you?"

"Things are off—and it looks to me as though we are going to have a terrible time of it until after election anyway. You see we all need money and—"

"Now stop right there. You don't need money nearly as much as you do *confidence*. What you need more than anything else is a little more sand in your craw. You fellows have plenty of money and while my old friend 1907 over there gave you a little the worst of it along toward the end, you have gotten the best of him—because you know he's knocked out for good."

"But there are going to be enough big, broad-minded men in the country to take the lead in their own localities and through their confidence in themselves, and your humble servant, will pull the scare cats out of Jericho once more on to the shady side of Easy Street."

"Now, old man, ARE YOU WITH US?"

## E. C. ATKINS & CO., Inc.

THE SILVER-STEEL SAW PEOPLE

Canadian Factory

HAMILTON, ONTARIO

Home Office and Factory

INDIANAPOLIS, INDIANA

### BRANCHES:

ATLANTA	CHICAGO	MEMPHIS	MINNEAPOLIS
NEW ORLEANS	NEW YORK	PORTLAND	SAN FRANCISCO
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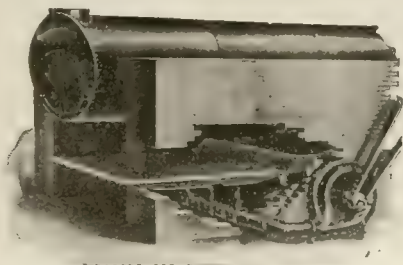
## Even the Untutored Savage,

in all ages and all climes, has had sufficient intelligence to understand that when he blew on the newly kindled or reluctant fire

### It Burned Better.

For centuries the blacksmith has depended upon the same principle to generate sufficient heat to melt his iron; and the blacksmith and his bellows are so inseparably associated that to mention one is to suggest the other.

And investigation will show that, wherever combustion is to be stimulated or intense heat generated, a blast of some kind is used.



### The Gordon Hollow Blast Grate,

the nature of which is indicated by its name.

Gives as good results with wet, green or frozen sawdust or wet or green slabs as a draft grate gives with dry wood.

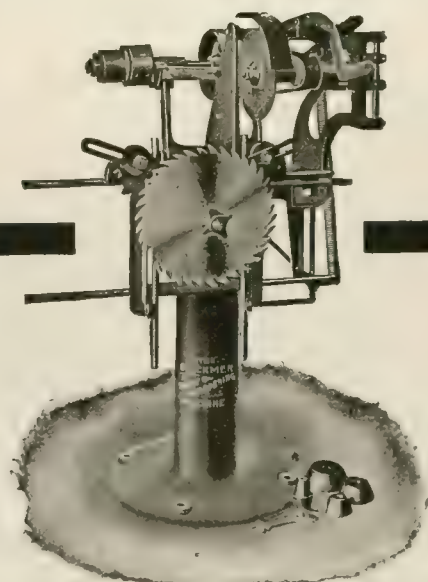
Increases the efficiency of a boiler from 25 to 50 per cent.

It is further

The cheapest grate of ANY kind on the market.

**Gordon Hollow Blast Grate Co.**  
Greenville, Michigan

The Largest Manufacturer in the World of Blast Grates, Edgers and Trimmers



## THE BEST MACHINE IN THE BUSINESS "Blackmer Improved No. 2" Saw Sharpening Machines

We make numerous other types

Write for Descriptive Circular and Quotations

**CROWN IRON WORKS**

MINNEAPOLIS, MINN.



Crescent Swing Cut Off Saw

## THE 1907 CATALOGUE OF CRESCENT WOOD WORKING MACHINERY TELLS ABOUT THE THREE NEW MACHINES IN THE CRESCENT LINE

Send for your copy right away. It's free for the asking.

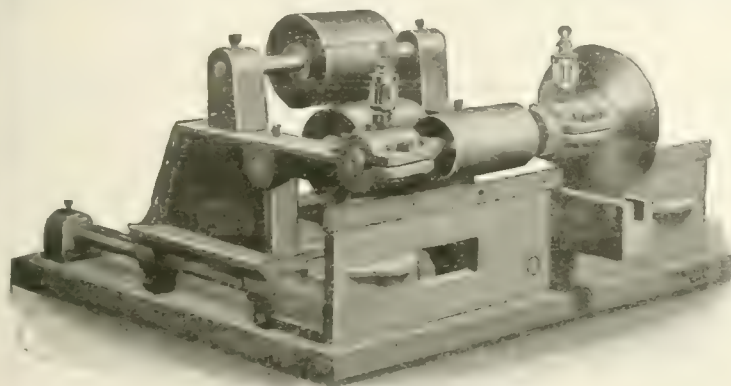
Band Saws  
Jointers

Saw Tables

Single Surface Planer  
Single Spindle Shaper  
Disk Grinder

**THE CRESCENT MACHINE CO.**

21 Columbia Street, LEETONIA, OHIO



## BUTTING SAW

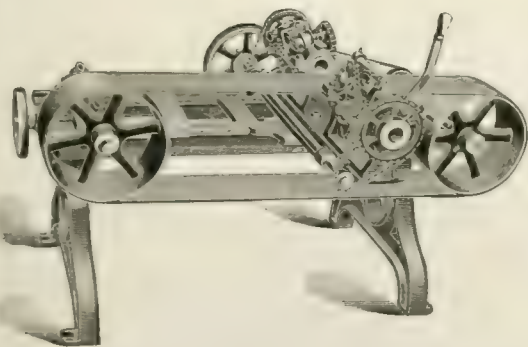
for  
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

**Cadillac Machine Co.**

CADILLAC, MICH.



This cut shows the

## Ober Patent Automatic Sander

For sanding Fork, Hoe, Rake, Mop and Broom Handles and all similar work.

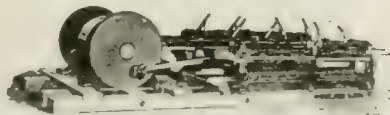
**Simple — Great Capacity — Durable**

We also manufacture Lathes for turning Handles, Spokes and Variety Work, Shapers, Boring and Chucking Machines, Rip Saws, etc.

Complete Catalogue and Price List Free.

**The Ober Manufacturing Co.**

28 BELL STREET, CHAGRIN FALLS, OHIO, U. S. A.



## Kline's 8-Knife Excelsior Machines

The most substantial in construction. The most economical to install on capacity basis, and to operate on labor and wood basis. Used and indorsed by largest manufacturers. Catalog showing cuts and giving descriptions of entire line for excelsior mills furnished free to interested parties.

MANUFACTURED BY

**ALPENA INDUSTRIAL WORKS**

Lewis T. Kline, Propr.

ALPENA, MICHIGAN

## Michigan Logging Wheels

Have  
Made  
More  
Than  
1,000  
and  
Know  
How

Standard  
for a  
Quarter  
Century



Cheap and easy logging.  
Write for circular & prices.

**S. C. OVERPACK**

MANISTEE  
MICH.



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

Yellow Pine, Poplar and Hardwoods

## John R. Gobey & Co. Wholesale Lumber Columbus, O.

SPECIAL OFFER: 1,000,000 feet Dry 2 inch No. 1 Norway

## McLaughlin - Hoffman Lumber Co.

206-207 Schultz Building, Columbus, O.

Wholesale Hardwoods  
PINE, HEMLOCK, CYPRESS



Will Contract Mill Cuts for Cash

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

## The General Lumber Co.

Manufacturers

Yellow Pine, White Pine  
Hemlock and Hardwoods

COLUMBUS, OHIO

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44 Euclid Ave. Cleveland, O.

### OFFERS:

- 5 Cars 4/4 1st and 2nd Poplar—7" to 17"
- 4 Cars 4/4 1st and 2nd Poplar—18" to 23"
- 3 Cars 4/4 Poplar Box Boards—7" to 12"
- 10 Cars 4/4 No. 1 Common Poplar (Selects in)
- 10 Cars 4/4 No. 2 Common Poplar
- 3 Cars 4/4 No. 3 Common Poplar
- 2 Cars 5/4 No. 1 Common Poplar (Selects in)
- 8 Cars 8/4 No. 1 Common Poplar (Selects in)
- 10 Cars 4/4 1st and 2nd White Oak
- 15 Cars 4/4 1st and 2nd Red Oak
- 15 Cars 4/4 No. 1 Common Red Oak
- 10 Cars 4/4 No. 1 Common White Oak
- 10 Cars 4/4 No. 2 Common White Oak
- 20 Cars 4/4 Mill Cull Oak
- 3 Cars 4/4 Common and Better Chestnut
- 1 Car 6/4 Common and Better Chestnut
- 4 Cars 4/4 No. 1 Common Chestnut
- 5 Cars 5/4 Sound Wormy Chestnut
- 5 Cars 6/4 Sound Wormy Chestnut
- 10 Cars 4/4 Sound Wormy Chestnut
- 10 Cars 8/4 Sound Wormy Chestnut

## ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR  
Full line of **HARDWOODS.** Write us.

**POWELL LUMBER CO., :: Columbus, O.**

.. THE ..

## CRESCENT LUMBER CO.

MANUFACTURERS OF



Hardwood Lumber

MARIETTA, O.

## LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

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# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
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## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding, Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds Rough and Dressed Lumber. Send us your orders for Bay Poplar; 1,000,000 feet bone dry and ready for market in all thicknesses and grades.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres

Geo. W. Fooshe, Secretary.  
C. J. Tully, Treasurer.

### ROBERTSON-FOOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARD WOOD LUMBER.  
We make a specialty of mixed cars, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## RYAN-LUSK LUMBER CO. CAIRO, ILLS.

SOUTHERN HARDWOODS

WE WANT TO MOVE

250,000 4/4 Common and Better Gum.  
250,000 5/4 1st and 2nd Sap Gum

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

### Southern Hardwoods

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and grades ready for shipment—December 1st stock list:

Ash . . . . .	750,000 ft.	Pl. White Oak . .	300,000 ft.
Qtd. White Oak .	100,000 ft.	" Red Oak . . .	600,000 ft.
" Red Oak . . .	150,000 ft.	Cypress . . . . .	500,000 ft.

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood and Elm. Main office, South Bend, Ind. Office and Yards, North Memphis.

MEMPHIS - - TENN.

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cottonwood Poplar, Tupelo and Red Gum  
SPECIALTY: THIN OAK and GUM

G. A. FARBER Tennessee Trust Building MEMPHIS, TENN.

## S. C. MAJOR LUMBER COMPANY

WHOLESALE

### Southern Hardwoods

MEMPHIS, TENN.

## ANDERSON-TULLY CO.

STOCK LIST, DEC. 8, 1907.

<b>ASH</b>		100,000' 4/4" 1sts & 2ds. Saps
30,000' 4/4" No. 2 common		13 to 15"
<b>CYPRESS.</b>		75,000' 4/4" 1sts & 2ds. Saps
18,000' 4/4" 1sts & 2ds		16 to 21"
150,000' 4/4" shops		250,000' 4x4" No. 1 common saps
4,600' 8/4" 1sts & 2ds		100,000' 3x8" 1sts & 2ds. Red
<b>COTTONWOOD</b>		6" & up
30,000' 4/4" 1st & 2ds.	6 and 7"	100,000' 1/2" 1sts & 2ds. Red
200,000' 4/4" 1sts & 2ds.	6" & up	6" & up
30,000' 4/4" 1sts & 2ds.	12"	75,000' 5/8" 1sts & 2ds. Red
100,000' 4/4" 1sts & 2ds.	13" & up	6" & up
50,000' 4/4" 1sts & 2ds.	18" & up	75,000' 4/4" 1sts & 2ds. Red
25,000' 5/4" 1sts & 2ds.	6" & up	6" & up
60,000' 5/4" 1sts & 2ds.	12 & 13"	100,000' 4/4" No. 1 common.
30,000' 6/4" 1sts & 2ds.	8" & up	Red 6" & up
150,000' 4/4" No. 1 com.	13" & up	500,000' 4/4" No. 2 common.
<b>WAGON BOX BOARDS</b>		Red & Saps
150,000' 9 to 12" cottonwood		
75,000' 13 to 17" cottonwood		
50,000' 13 to 17" gum		
<b>GUM</b>		
75,000' 3/8" 1sts & 2ds.	Saps 6"	
& up		
75,000' 1/2" 1sts & 2ds.	Saps 6"	
& up		
80,000' 5/8" 1sts & 2ds.	Saps 6"	
& up		
300,000' 4/4" 1sts & 2ds.	Saps 6	
to 12"		
<b>MAPLE</b>		
18,000' 8/4" log run		
<b>WHITE OAK</b>		
75,000' 3/8" 1sts & 2ds		
75,000' 1/2" 1sts & 2ds		
50,000' 4/4" 1sts & 2ds		
15,000' 6/4" 1sts & 2ds		
75,000' 4/4" No. 1 common		
<b>RED OAK</b>		
100,000' 3/8" 1st & 2ds		
150,000' 1/2" 1st & 2ds		
100,000' 4/4" 1st & 2ds		
100,000' 4/4" No. 1 common		

MEMPHIS, TENNESSEE



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. # PITTSBURG, PA.

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## STOCK LIST

9 cars 4/4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S I S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

Plain and  
Quartered

## Oak Flooring

Red and  
White

Can Ship in Mixed Cars with Worked  
POPLAR OR HARDWOODS

## The International Hardwood Company

Mill and Yards  
CATLETTSBURG, KY.

General Offices,  
PITTSBURG, PA.

## All Lumbermen, Attention!

We do what you can't do.  
We measure your stumpage correctly.  
We make your maps correctly.  
Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

## DRY STOCK

Ready for Quick Shipment

2 cars 1x18 to 23" panel and No. 1 poplar
6 " 1" 1st and 2nds poplar
6 " 1" No. 1 common poplar
6 " 1" No. 2 common poplar
8 " 1" mill cull poplar
2 " 1x18" and up panel and No. 1 cottonwood
5 " 5/4 No. 1 common cottonwood
15 " 1x13 to 17" box boards cottonwood
20 " 1x8 to 12" box boards cottonwood
19 " 1x13 to 17" 1st and 2nds cottonwood
21 " 1x13 to 17" No. 1 common cottonwood
20 " 1x6 to 12" 1st and 2nds cottonwood
15 " 1x4" and up No. 1 common cottonwood
20 " 1x4" and up No. 2 common cottonwood
15 " 4/4 1st and 2nds plain red and white oak
24 " 4/4 No. 1 common plain red and white oak

## American Lumber & Mfg. Co.

PITTSBURG, PA.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawn Stocks  
Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## Mead & Speer Company

PITTSBURG, PA.

Oak, Poplar and Hardwoods  
Car Stock and R. R. TimbersMILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## Bruckman Lumber Co.

Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## HENDERSON LUMBER CO.

Commonwealth Bldg.

PITTSBURG, PA.

## HARDWOODS

MINE LUMBER  
a Specialty.*For Sale Now*  
800,000 ft. 4 and 8-4 Oak  
*For Shipment on Grade*  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Crating Lumber a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURG, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6-8 and 12-4—1 and 2  
200M 8-4 Plain Sawed White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.

Mine Lumber, Ties and Rails.

Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED.

## Phila. Veneer & Lumber Co.

OFFICE 817 NORTH FIFTH STREET, PHILADELPHIA, PA.

MILLS KNOXVILLE, TENN.

— DRY —

6 M ft. 1/2 & 5/8 Qtd. W. Oak, 5 & 6" wide Com. & better.  
8 M ft. 1/2 & 5/8 Qtd. W. Oak, under 5 and over 8" & better.  
5 M ft. 4/4 & 5/8 Qtd. W. Oak, 1s & 2s.  
3 M ft. each 5/4 & 6/4 Com. & better.  
3 cars 4/4 Qtd. White Oak No. 2 Com.  
4 cars 4/4 Plain Oak No. 1 Com.  
7 cars 4/4 Plain Oak No. 2 Com.  
2 cars 5/4 Plain Oak 1s & 2s.  
1 car 6/4 Plain Oak, 1s and 2s  
2 cars each 5/4, 6/4 & 8/4 Pl. Oak No. 1 Com.

Sliced and sawed Qtd. Oak Veneers

Can ship immediately, as we have L. &amp; N. &amp; So. Railway tracks.

## FAUST BROS. LUMBER CO.

PADUCAH, KY.

MANUFACTURERS AND WHOLESALE

## Poplar and Oak

We want to move at once

3 cars 1 1/2" No. 1 Common Poplar.  
2 cars 1 1/2" No. 1 Common Quarter Sawed White Oak.  
2 cars 1 1/2" No. 1 Common Quarter Sawed White Oak.  
1 car 1 1/2" 1st and 2nd Quarter Sawed Red Oak.  
5 cars 1 1/2" No. 1 Common Plain Sawed White Oak.

Please write us for delivered prices.



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## Great Lakes Veneer Co.

ROTARY CUT

### ENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## The Louisville Veneer Mills

MANUFACTURERS OF

### ENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## SEDRO VENEER CO.

ROTARY CUT VENEER

Our Specialty

### Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO-WOOLLEY, - - WASHINGTON

## BIRD'S EYE MAPLE

Our Specialty

3,000,000 Feet - - - - - For 1908 - - - - - 3,000,000 Feet

At Reasonable Prices

MADE AND DRIED RIGHT AND WHITE  
Samples Furnished on Application

MAHOGANY QUARTER SAWED OAK FIGURED WOODS

Let Us Quote You Prices

HENRY S. HOLDEN VENEER CO.

STATION A. - - GRAND RAPIDS, MICH.

## The Cadillac Veneer Company

MANUFACTURERS OF

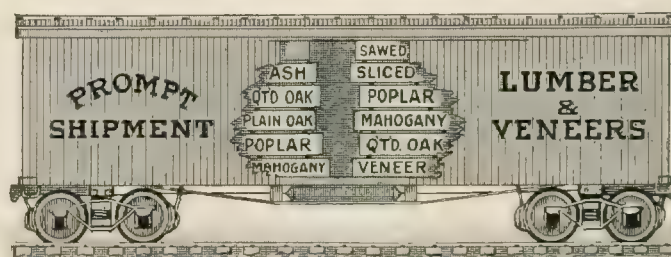
TWO, THREE AND FIVE PLY

### PANELS

AND ROTARY CUT STOCK

Cadillac . . . Michigan

WRITE FOR PRICES



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

### Flat Panels, Tops

AND

### Cross Banding

GOSHEN

INDIANA

## R. CONNOR CO.

WHOLESALE MANUFACTURERS



### Wisconsin Hardwood

PINE AND HEM-  
LOCK LUMBERMills at  
Auburndale, Wis., on W. C. R. R.  
Stratford, Wis., on C. & N. W. R. R.

Marshfield, Wis.

# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are offering Red Birch in thicknesses, 1" to 2½" common and better, also Maple, Birch and one quarter sawed

## RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the highest grade as to workmanship and quality.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## FRANK CARTER CO.

MANUFACTURER

### WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
200,000 feet 1 in. No. 3 Common and Better Red Oak.  
50,000 feet 1 in. No. 1 Common and Better Butternut.  
75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
FILLED

General Offices:  
MENOMONIE, WIS.

*Ingram Lumber Co.*

WAUSAU, WIS.

We have  
the  
following  
amounts of  
thoroughly  
seasoned  
stock ready  
for  
immediate  
shipment

11,000 ft. 1½ in. No. 2 Common Plain Birch.  
30,000 ft. 1 in. First and Second Red Birch.  
2,500 ft. 2 in. First and Second Red Birch.  
40,000 ft. 1 in. No. 1 Common Red Birch.  
22,000 ft. 1 in. End Dried White Birch.  
45,000 ft. 1½ in. No. 1 Com. & Bet. Plain Birch.  
400,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
300,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.  
50,000 ft. 1 in. No. 3 Common Plain Birch.  
100,000 ft. 1 in. No. 3 Common Maple.  
45,000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.  
20,000 ft. 1 in. No. 2 Com. & Bet. Red Oak.  
15,000 ft. 1 in. No. 1 Common Basswood.  
15,000 ft. 1 in. No. 1 Common & Better Bass.

Send  
Us  
Your  
Orders

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

## Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

## DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick Deliveries Guaranteed.

## JOHN R. DAVIS LUMBER COMPANY

PHILLIPS, WISCONSIN

## We CAN get the Cars

And are situated to ship via any line

## Send us your Orders

We have a FULL and complete STOCK of  
Northern and Southern Hardwoods  
Wisconsin White Pine and Hemlock

Inquiries answered promptly and orders filled without delay

## Steven & Jarvis Lumber Co.

Eau Claire, Wisconsin

## We Want to Move the Following:

50 M feet 1 inch No. 1 Com. and 1s and 2s Ash.  
100 M feet 1 inch 1s and 2s Plain Birch.  
50 M feet 1½ inch 1s and 2s Plain Birch.  
50 M feet 1½ inch 1s and 2s Plain Birch.  
100 M feet 2 inch No. 1 Com. and 1s and 2s Rock Elm.  
1 car 2 inch 1s and 2s Red Birch.  
1 car 3 inch No. 1 Com. and 1s and 2s Unselected Birch.

Our prices are right. Let us hear from you.

## Wheeler-Timlin Lumber Co.

Mill at Kennan, Wis.

WAUSAU, WIS.



# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## Estabrook-Skeeel Lumber Company

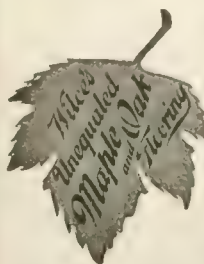
Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts. CHICAGO, ILL.

## I WANT TO BUY

**4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES**

**A. W. WYLIE,**

1101 FISHER BUILDING  
CHICAGO, ILLS.

**E. D. MATTHEWS LUMBER CO., CAIRO, ILL.  
MANUFACTURERS SOUTHERN HARDWOODS  
Lumber Cut to Order for Future Delivery**

Inquiries Answered Promptly.

## Keys-Fannin Lumber Company

Manufacturers of Band  
and Circular Sawn

**SOFT YELLOW POPLAR**

Plain and quartered red and white Oak, Hemlock,  
Bass and Chestnut. Give us a trial.

**Herndon, Wyoming Co., W. Va.**

## Montgomery Hardwood Lumber Co.

Crawfordsville, Ind.

OUR SPECIALTIES:

Indiana Quartered and Plain Oak, also Hickory.

## McCormick-Hay Lumber Co.

**Hardwood Lumber**

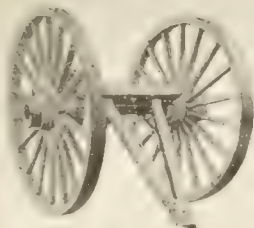
Yards { Saginaw, W. S., Mich.  
Little Rock, Ark.

Office:  
**Saginaw, W. S., Mich.**

## BODLEY WAGON COMPANY

MEMPHIS  
TENN.

(ESTABLISHED 1832)



LOG CART

This cart is conceded to be  
the lightest running cart on  
the market.



LOG WAGON

COTTON WAGONS, CANE WAGONS, TURPENTINE WAGONS, LOG WAGONS, CANE  
CARTS FOR OXEN AND MULES, BAGASSE CARTS, LIGHT CARTS, LOG  
CARTS, CONTRACTORS CARS AND CARTS, CANE CARRIER  
FEEDERS, DERRICKS, CANE SLINGS, HORSE POWERS



LUMBER BUGGY

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## ERNEST B. LOMBARD

Manufacturer and Wholesale

**Northern and Southern  
Hardwoods**

Railway Exchange - CHICAGO

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED **RED CYPRESS**  
LOUISIANA GULF COAST

Products Exclusively

Telephone 1703 Fisher Bldg., CHICAGO, ILL.  
Harrison 4930

## R. A. HOOTON LUMBER CO.

First National Bank Building

Wanted { 500,000 to 1,000,000 ft., 1 in. Log Run Gum.  
100,000 to 200,000 ft., 1 in. 1sts and 2nds Plain Red Oak.

## W. A. DAVIS

**SOUTHERN HARDWOODS**

1612 Marquette Bldg., CHICAGO

Branch Offices: PADUCAH, KY., and MEMPHIS, TENN.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry PIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE GILLESPIE-REYNOLDS COMPANY

Lumber and Seward Streets

All kinds of Northern Hardwoods. Send us your inquiries.

## P. G. DODGE LUMBER CO.

CHICAGO

WE WANT TO MOVE

100,000 feet 5-4 Common and Better Red Oak  
100,000 " 6-4 " " " "  
50,000 " 4-4 Sap Poplar.

MILLS AND YARDS IN TENNESSEE

## Chicago Car Lumber Co.

PULLMAN BUILDING, CHICAGO

We Want to Move :

**1 inch No. 3 and No. 4 Poplar  
1 inch No. 2 Common Poplar**

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND  
CAR AND R. R. MATERIAL

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

**QUARTERED OAK, POPLAR**

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawn





# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## "WHITE" ROCK MAPLE FLOORING

WORKMANSHIP UNEXCELLED  
GRADING UNIFORM and RIGHT  
PRICES WORTH YOUR CONSIDERATION

WRITE US FOR PRICES AND OUR PLAN FOR SUPPLYING CARLOADS AND LESS DELIVERED

W. H. WHITE CO. MAJESTIC BUILDING DETROIT, MICH.

We manufacture our own timber, and every operation from stump to finish is under our personal supervision. Our saw mills and factory are located where the timber grows.

A. F. ANDERSON, CADILLAC MICHIGAN

Specialist in winter sawed, end-piled, under shed, clear

## White Hard Maple

4/4 to 8/4 in thickness.

Good Stock. All Michigan Hardwoods.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW

BACKED and

BUNDLED

The Manistee Planing Mill Co.

Manistee, Mich.

Manufacturers

You can't go astray  
when in the market

IF YOU WRITE THE

## Northern Lumber Company

RUSH CULVER, Pres.

BIRCH, MICHIGAN

☐ We manufacture from our own forests, the finest line of Northern Hardwoods on the market. ☐ We have the woods, the machinery, the experience, enabling us to fill your orders right.



J. S. GOLDIE

Cadillac, :: Michigan.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.

Correspondence Solicited Especially on  
White Maple.

MICHIGAN ROCK MAPLE  
BIRCH, BEECH AND BASSWOOD

## LUMBER

Shipments  
By Rail or Cargo

BOYNE CITY LUMBER CO.

Sales Dept. W. H. White Co., Majestic Bldg., DETROIT, MICH

FAMOUS FOR RED BIRCH AND BASSWOOD

# A FINE STOCK OF DRY BIRCH LUMBER

## RED BIRCH, CURLY BIRCH AND BIRD'S-EYE MAPLE

W. 200-1 and 1, 1st and 2d Clear Birch 1, 1000-000  
as well as 100-1 and 100-2, 100-3, 100-4, 100-5, 100-6, 100-7, 100-8, 100-9, 100-10, 100-11, 100-12, 100-13, 100-14, 100-15, 100-16, 100-17, 100-18, 100-19, 100-20, 100-21, 100-22, 100-23, 100-24, 100-25, 100-26, 100-27, 100-28, 100-29, 100-30, 100-31, 100-32, 100-33, 100-34, 100-35, 100-36, 100-37, 100-38, 100-39, 100-40, 100-41, 100-42, 100-43, 100-44, 100-45, 100-46, 100-47, 100-48, 100-49, 100-50, 100-51, 100-52, 100-53, 100-54, 100-55, 100-56, 100-57, 100-58, 100-59, 100-60, 100-61, 100-62, 100-63, 100-64, 100-65, 100-66, 100-67, 100-68, 100-69, 100-70, 100-71, 100-72, 100-73, 100-74, 100-75, 100-76, 100-77, 100-78, 100-79, 100-80, 100-81, 100-82, 100-83, 100-84, 100-85, 100-86, 100-87, 100-88, 100-89, 100-90, 100-91, 100-92, 100-93, 100-94, 100-95, 100-96, 100-97, 100-98, 100-99, 100-100, 100-101, 100-102, 100-103, 100-104, 100-105, 100-106, 100-107, 100-108, 100-109, 100-110, 100-111, 100-112, 100-113, 100-114, 100-115, 100-116, 100-117, 100-118, 100-119, 100-120, 100-121, 100-122, 100-123, 100-124, 100-125, 100-126, 100-127, 100-128, 100-129, 100-130, 100-131, 100-132, 100-133, 100-134, 100-135, 100-136, 100-137, 100-138, 100-139, 100-140, 100-141, 100-142, 100-143, 100-144, 100-145, 100-146, 100-147, 100-148, 100-149, 100-150, 100-151, 100-152, 100-153, 100-154, 100-155, 100-156, 100-157, 100-158, 100-159, 100-160, 100-161, 100-162, 100-163, 100-164, 100-165, 100-166, 100-167, 100-168, 100-169, 100-170, 100-171, 100-172, 100-173, 100-174, 100-175, 100-176, 100-177, 100-178, 100-179, 100-180, 100-181, 100-182, 100-183, 100-184, 100-185, 100-186, 100-187, 100-188, 100-189, 100-190, 100-191, 100-192, 100-193, 100-194, 100-195, 100-196, 100-197, 100-198, 100-199, 100-200, 100-201, 100-202, 100-203, 100-204, 100-205, 100-206, 100-207, 100-208, 100-209, 100-210, 100-211, 100-212, 100-213, 100-214, 100-215, 100-216, 100-217, 100-218, 100-219, 100-220, 100-221, 100-222, 100-223, 100-224, 100-225, 100-226, 100-227, 100-228, 100-229, 100-230, 100-231, 100-232, 100-233, 100-234, 100-235, 100-236, 100-237, 100-238, 100-239, 100-240, 100-241, 100-242, 100-243, 100-244, 100-245, 100-246, 100-247, 100-248, 100-249, 100-250, 100-251, 100-252, 100-253, 100-254, 100-255, 100-256, 100-257, 100-258, 100-259, 100-260, 100-261, 100-262, 100-263, 100-264, 100-265, 100-266, 100-267, 100-268, 100-269, 100-270, 100-271, 100-272, 100-273, 100-274, 100-275, 100-276, 100-277, 100-278, 100-279, 100-280, 100-281, 100-282, 100-283, 100-284, 100-285, 100-286, 100-287, 100-288, 100-289, 100-290, 100-291, 100-292, 100-293, 100-294, 100-295, 100-296, 100-297, 100-298, 100-299, 100-300, 100-301, 100-302, 100-303, 100-304, 100-305, 100-306, 100-307, 100-308, 100-309, 100-310, 100-311, 100-312, 100-313, 100-314, 100-315, 100-316, 100-317, 100-318, 100-319, 100-320, 100-321, 100-322, 100-323, 100-324, 100-325, 100-326, 100-327, 100-328, 100-329, 100-330, 100-331, 100-332, 100-333, 100-334, 100-335, 100-336, 100-337, 100-338, 100-339, 100-340, 100-341, 100-342, 100-343, 100-344, 100-345, 100-346, 100-347, 100-348, 100-349, 100-350, 100-351, 100-352, 100-353, 100-354, 100-355, 100-356, 100-357, 100-358, 100-359, 100-360, 100-361, 100-362, 100-363, 100-364, 100-365, 100-366, 100-367, 100-368, 100-369, 100-370, 100-371, 100-372, 100-373, 100-374, 100-375, 100-376, 100-377, 100-378, 100-379, 100-380, 100-381, 100-382, 100-383, 100-384, 100-385, 100-386, 100-387, 100-388, 100-389, 100-390, 100-391, 100-392, 100-393, 100-394, 100-395, 100-396, 100-397, 100-398, 100-399, 100-400, 100-401, 100-402, 100-403, 100-404, 100-405, 100-406, 100-407, 100-408, 100-409, 100-410, 100-411, 100-412, 100-413, 100-414, 100-415, 100-416, 100-417, 100-418, 100-419, 100-420, 100-421, 100-422, 100-423, 100-424, 100-425, 100-426, 100-427, 100-428, 100-429, 100-430, 100-431, 100-432, 100-433, 100-434, 100-435, 100-436, 100-437, 100-438, 100-439, 100-440, 100-441, 100-442, 100-443, 100-444, 100-445, 100-446, 100-447, 100-448, 100-449, 100-450, 100-451, 100-452, 100-453, 100-454, 100-455, 100-456, 100-457, 100-458, 100-459, 100-460, 100-461, 100-462, 100-4

Ca<sup>2+</sup> ions thoroughly kiln-dried (300°C, 50%  $\text{CaH}_2$ ), 0.001 mol of  $\text{H}_2\text{S}$  is passed through the same system at a flow rate of 0.1 mol of  $\text{H}_2\text{S}$  per mol of  $\text{Ca}^{2+}$  ions. The  $\text{Ca}^{2+}$  ions are then removed by passing the solution through a column of 100 mg of  $\text{Ca}^{2+}$  ion exchange resin.

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HERMANSVILLE, MICH.

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Will commend itself to you, and your trade, on its merits alone. • Comprises all the features desirable in good flooring. • Made by the latest, most approved machinery methods and best skilled labor. • We believe we can save it to your interest to handle our "Chief Brand" and will appreciate your inquiries.

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**Write us for Special Prices on following:**

180 M. ft. 8/4 White Maple, largely 1st and 2nds.  
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1 Car 6/4 No. 1 Common Birch.  
1 Car 5/4 No. 1 Common Birch.  
1 Car each 4/4, 5/4 and 6/4 White Maple.  
75 M. ft. 4/4 Hard Maple 1st and 2nds.  
75 M. ft. 5/4 Hard Maple 1st and 2nds.

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4-4 to 6-4	1s and 2s End Dried White	104M
4-4 to 6-4	No. 1 Common End Dried White	15M
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4-1 to 16-4	1s and 2s Regular	150M
4-4 to 16-4	No. 1 Common Regular	175M
4-4 to 16-4	No. 2 Common Regular	43M
4-4 to 12-4	Hardwood Culls (Largely Maple)	325M

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**SALLING, HANSON CO.**

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# Michigan Hardwoods

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BLACK WALNUT LOGS,  
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LUMBER OF ALL KINDS.

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YEARLY CAPACITY 100,000,000 FEET

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Mills and Yards: CINCINNATI, OHIO

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**Hardwood Lumber**

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**Specialty—Quartered Oak**

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We want to move

4 Cars No. 1 Common and Better 1 inch Poplar.

3 Cars No. 1 Common and Better 2 inch Poplar.

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**Poplar :: Oak :: Chestnut**

High Grade, Well Manufactured Stock.

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SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

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We are in the market to buy Dry Gum Lumber in any quantity, from a single car load to a million feet. Will take all grades and thicknesses. We receive lumber at shipping point, pay cash and are liberal in inspection.



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Memphis, Tenn.  
Cypress Red Gum Oak

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot cash. Send us list of your offerings with prices.

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## WE OWN

and operate our own mills,  
they are new and the best.

Two million feet on sticks,  
4/4, 5/4, 6/4 and S 4 Plain  
Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.

Send us your  
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## Don't Fail to Write Us When in the Market for Cottonwood, Gum, Poplar

Wide and Narrow

### Box Boards

We Also Have Large Quantities of

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PLAIN  
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QUARTER  
SAWED

## White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.



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Manufacturers of

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ALWAYS IN THE MARKET FOR  
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Correspondence Solicited with Buyers and Sellers of All Kinds of

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Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1 1/4 inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE



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WHERE THE BEST HARDWOODS GROW

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MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Quartered Oak and Sycamore

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## Young & Cutsinger

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

Fine Figured Quartered Oak

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## DECEMBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## DECEMBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
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Long Timbers up to Sixty Feet

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Everything from Toothpicks to Timbers

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A FEW CARS OF 4-4 AND 8-4 POPLAR

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Basswood

Birch

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Hard and Soft

Red Oak

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Black Walnut

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Specialties: CHERRY AND OAK

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ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:  
Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

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Dealer in all kinds of HARDWOOD LUMBER.

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BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

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Our Specialty: QUARTERED WHITE OAK

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SOFT YELLOW  
POPLAR

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5-8 AND 4-4  
IN WIDE STOCK,  
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### For Quick Shipments

Send us Your Orders for Mixed  
Cars in all Thicknesses

Oak, Ash, Cottonwood, Gum, Cypress,  
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## Three States Lumber Co.

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TENNESSEE TRUST BUILDING,

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SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN-HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

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### OAK, ASH, COTTONWOOD, GUM AND CYPRESS

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Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
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Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Hardwood Record

Thirteenth Year,  
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CHICAGO, JANUARY, 10, 1908.

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Single Copies, 10 Cents.

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MANUFACTURER OF

### Mahogany, Veneer

### HARDWOOD LUMBER

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*Mr Manufacturer:- We want  
you to try a sample car of  
our Red Gum. Yours truly  
Himmelberger-Harrison Lbr Co.  
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## Of Insuring Yourselves?

### PENNSYLVANIA LUMBERMEN'S MUTUAL FIRE INSURANCE CO.

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Poplar	{	"The Best Lumber"	}	Cherry
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Whether the requirement of large quantities or the need of all kinds of material, at attractive prices, all our Philadelphia yards are ready to fill your orders.

There is no other business in the world so ready to fill your orders as the lumber business. We have the largest stock of lumber in the world, and we are ready to fill your orders at the lowest prices.

We guarantee quality and quantity of all lumber to be delivered.

We have a large stock of lumber in Philadelphia, and we are ready to fill your orders at the lowest prices.

### Here are a Few Items of Our Stock:

ASH, Yellow, 170,000 feet 4 to 12, 4, 1 and 2, Common and Better - Cull.

ASH, White, 225,000 feet 4 to 12, 4, 1 and 2, Common and Better.

ASH, 200,000 feet 4 to 12, 4, 1 and 2.

ASH, 1 Car 5x5, 1 and 2.

ASH, 1 Car 6x6, 1 and 2.

BIRCH, Red, 80,000 feet 4 to 12, 4, 1 and 2, Common, Log Run.

BIRCH, White, 40,000 feet 4 to 12, 4, 1 and 2, Common, Log Run, Cull.

CHESTNUT, 120,000 feet 4 to 12, 4, 1 and 2, Common, Log Run.

CHESTNUT, 100,000 feet 4 to 12, 4, 1 and 2, Common and Better.

CHESTNUT, 200,000 feet 4 to 12, 4, 1 and 2, Cull.

CHESTNUT, 1,055,000 feet 4 to 12, 4, 1 and 2, Log Run.

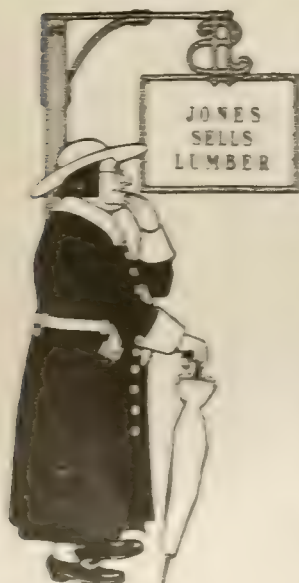
CHESTNUT, 1 Car 5x5, 1 and 2, Cull.

Special attention given to all orders, and to the delivery of lumber in the most prompt manner. We have a large stock of lumber in Philadelphia, and we are ready to fill your orders at the lowest prices.

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Is seen in the fact that  
Trade is already

PICKING UP

ARE YOU READY?

1000' of No. 1 Red Pine

1000' of No. 1 Yellow Pine

1000' of No. 1 Oak

1000' of No. 1 Elm

1000' of No. 1 Ash

1000' of No. 1 Spruce

1000' of No. 1 Fir

1000' of No. 1 Cedar

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APPLETON, WIS.

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MANUFACTURERS OF

COTTONWOOD  
GUM  
ASH, ELM

Large Stock on Hand

HELENA, ARKANSAS

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MANUFACTURERS OF HIGH GRADE

Maple and Oak Flooring

We desire to move promptly a large quantity of

18-18x1" Clear Quarter Sawn White Oak Flooring.

18-18x1" Clear Plain Sawn White Oak Flooring.

18-18x1" Clear Plain Sawn Red Oak Flooring.

18-18x1" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, DEC. 1, 1907

4-4 Birch, No. 2 Common and Better	60M
4-4 Birch and Cherry, No. 3 Common	45M
4-4 Gray Elm, No. 1 Common	50M
4-4 Gray Elm, No. 2 Common	45M
4-4 Gray Elm, No. 3 Common	37M
5-4 Gray Elm, 1s and 2s	28M
1x10 to 14 in. Hard Maple, 1s and 2s	100M
1x15 and up Hard Maple, 1s and 2s	20M
4-4 No. 3 Common Maple and Beech	50M
4-4 No. 4 Hardwoods	21M
5-4 Hard Maple, 1s and 2s	21M
6-4 Hard Maple, 1s and 2s	10M
6-4 Hard Maple, No. 1 and 2 Common	20M
6-4 Hard Maple, Step Plank	46M

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**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

—MANUFACTURERS—  
"CUMMER" MAPLE  
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### MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
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Cadillac, Michigan, Dec. 1st, 1907.

### DRY STOCK.

4-4 Gray Elm, 1s and 2s	60M
4-4 Gray Elm, No. 1 and 2 Common	100M
4-4 Gray Elm, No. 3 Common	80M
4-4 Gray Elm, 1s and 2s	70M
6-4 Gray Elm, No. 1 and 2 Common	60M
8-4 Gray Elm, 1s and 2s	50M
8-4 Gray Elm, No. 1 and 2 Common	70M
12-4 Gray Elm, 1s and 2s	70M
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4-4 Hard Maple, No. 1 and 2 Common	70M
4-4 Hard Maple, No. 3 Common	50M
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GRAY ELM—4-4, 12-4  
BASSWOOD—4-4  
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Our own manufacture. Perfect Mill Work. Uniform Grades.

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30,000 ft. 1/4, 3/8, 1/2 & 3/4" Quartered White Oak.  
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We are carrying 14,000,000 ft. of dry Southern Hardwoods. If you appreciate quick action, good lumber and lowest market prices let us begin with you.

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**Hardwood Lumber**

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CLARKSBURG, W. VA.

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**SPECIALTY:** Sound Wormy Chestnut—Common and Better Chestnut—  
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We also handle HEMLOCK, OAK and CHESTNUT.

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FOR IMMEDIATE SHIPMENT

10 cars 1 in. 1st and 2nds Plain Red Oak  
2 cars 1½ in. Plain Red Oak Step Plank  
4 cars 1 in. 1st and 2nds Plain Red Oak, 12 in. and wider  
2 cars 1 in. 1st and 2nds Quartered Red Oak, 10 in.  
5 cars 1½ in. No. 1 Common Plain White Oak  
1 car 1 in. No. 1 Common Quartered White Oak  
2 cars 2 in. 1st and 2nds Quartered White Oak  
2 cars 2 in. No. 1 Common Quartered White Oak

3 cars 1½ in. 1st and 2nds Quartered White Oak  
2 cars 1½ in. No. 1 Common Quartered White Oak  
10 cars 1 in. 1st and 2nds Red Gum, 10 to 16 ft.  
7 cars 1 in. 1st and 2nds Red Gum, 12 ft.  
8 cars 2 in. 1st and 2nds Sap Gum  
8 cars 2 in. No. 1 Common Sap Gum  
1 car 2 in. No. 2 Common Sap Gum  
18 cars 1 in. 1st and 2nds Cottonwood, 6 in. and wider  
3 cars 1 in. No. 1 Common Cottonwood

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Quotations  
cheerfully  
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DRY KILNS AND PLANING MILLS. ALL OUR MILLS RUN THE YEAR ROUND.  
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We own our own stumpage and operate our own mills.

Correspondence solicited and inquiries promptly answered.

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# R. M. SMITH & COMPANY

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WE WANT TO MOVE { 1,500,000' of 4 to 16-4 1sts and 2nds, No. 1 and No. 2 Common Oak } SEND US YOUR INQUIRIES  
1,000,000' of 4-4 sound wormy Chestnut  
300,000' of 4, 6 and 8-4 common and better Maple

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Band Mill: Orndoff, Webster County, W. Va.  
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50,000 feet 4/4 1s and 2s Poplar 18" to 40".  
 25,000 feet 4/4 1s and 2s Poplar 7" to 17".  
 60,000 feet 4/4 No. 1 Common Poplar.  
 70,000 feet 4/4 No. 2 Common Poplar.  
 24,000 feet 4/4 1s and 2s Plain White Oak.  
 26,000 feet 4/4 1s and 2s Quartered White Oak.  
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10 M ft. 1/2 and 5/8" Qtd. White Oak, 5 to 6" wide.  
 1 car 4/4 1s and 2s Qtd. White Oak  
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 15 cars 4/4 Chestnut Log Run.

All stock is band-sawed except Chestnut.

Can make prompt shipments, having two railroads in our yard.

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# Choice Indiana White Oak

**A GOOD STOCK, PROMPT SHIPMENTS,**

Personal supervision from timber purchase to delivery of your kind of Stock

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### SPECIAL OFFER:

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Modern mills and perfect manufacture.

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Park Falls, Wis.

Manufacturers of Rotary Cut Veneer and Thin Lumber, from Birch,  
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Write Us for Prices

**Quartered Oak Flooring**

Manufactured for

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The name **DWIGHT** on flooring is a guarantee of its  
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1908 Ash Handle supply. If  
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Chestnut**GEST AND DALTON AVE.**  
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[ 600,000 feet 4/4, 5/4 and 6/4 Log Run Birch on Grade  
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Yards at Grand Rapids and Memphis.**Sicklesteel Lumber Co.**

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100 M feet 1" Basswood Log Run.

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20 M feet 1½" Birch on Grades.

20 M feet 1" B. Ash, Common and Better.

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ORDER NOW

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Manufacturers Hardwood Lumber

RANDOLPH BUILDING

MEMPHIS, TENNESSEE

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**The KNEELAND-BIGELOW CO.****MANUFACTURERS OF LUMBER****Annual Output:**

20,000,000 ft. Hardwoods.

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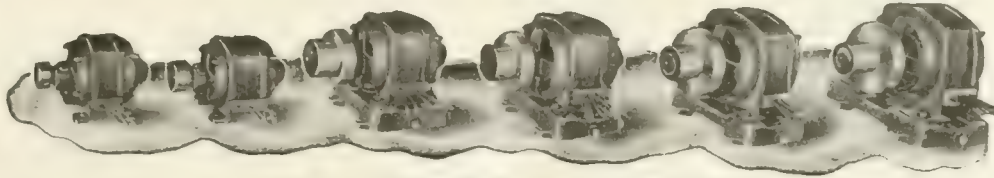
4,000,000 pcs. Hardwood Lath.

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Mills Run the Year  
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Group of K C Motors  $\frac{1}{4}$ ,  $\frac{1}{2}$ , 1, 2, 3, 5 Horse Power.

**Especially adapted to the operation of light machinery  
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The riveted frame construction insures

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Excellence of design insures

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We produce car lumber from the best rock Maple area in Michigan and have 20 years' supply.

Our brand "Michigan" is a guaranty of quality. Perfect mill work and excellent grades distinguish our Flooring and our prices are reasonable.

**WARD BROS., Big Rapids, Mich.**

*There is no Flooring better made.*

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MEMPHIS-MADE

**HARDWOOD FLOORING**

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MEMPHIS, TENN.

*There is no better Flooring made.*

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Our Rates Will Save You Money

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## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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ROTARY CUT VENEER

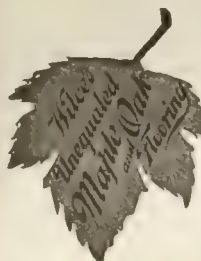
Our Specialty

### Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing. Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**  
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PULLMAN BUILDING, CHICAGO

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**1 inch No. 3 and No. 4 Poplar**  
**1 inch No. 2 Common Poplar**

WE ARE IN THE MARKET FOR POPLAR, OAK, ASH AND CAR AND R. R. MATERIAL

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, JANUARY 10, 1908.

No. 6.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

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7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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In the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
In all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings.

#### HANDLE ASSOCIATION.

The Handle Manufacturers of America will hold a special meeting at the Claypool Hotel, Indianapolis, Tuesday, Jan. 14, to which all interested are invited. The first session will convene at 10 a. m.

#### INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

The annual convention of the Indiana Hardwood Lumbermen's Association will be held at the Grand Hotel, Indianapolis, Jan. 16, 1908.

#### WISCONSIN HARDWOOD MANUFACTURERS.

The Hardwood Lumber Manufacturers of Wisconsin will hold their annual meeting at Eau Claire Jan. 16, and not Jan. 15, as first announced.

#### HARDWOOD MANUFACTURERS' ASSOCIATION.

The sixth annual meeting of the Hardwood Manufacturers' Association of the United States will be held within a few days, the date and location to be decided upon at a meeting of the Executive Board to be held at Nashville Jan. 11.

### General Market Conditions.

In common with the general business of the country, hardwood affairs are looking better. In the market reports from the various hardwood trade centers throughout the country it will be noted that there is indicated everywhere a gradual restoration of confidence, a loosening up of money, and a large volume of inquiries. To be sure general buying does not prevail to a large extent but still there is a good volume of small orders being placed. The average buyer at least pretends to believe that he is a pessimist, and insists that values are going lower, hence is placing his hardwood lumber orders practically only to relieve present necessities.

On the other hand, manufacturers and jobbers, realizing the paucity of present and prospective stocks, hold that it is impossible for hard-

wood values to materially decrease from the present standard, and very little price cutting is being indulged in in order to stimulate sales. The logging conditions in the North are ideal and a good many hardwood logs are coming in, which will replenish to a marked degree the very badly depleted stocks of both Michigan and Wisconsin.

There may be a fair output of logs in the Adirondack, New Hampshire and Vermont regions. In the South the restriction of present and prospective output still obtains and comparatively little hardwood lumber is being sawn in either the lower Mississippi states or the mountain regions.

While there has been some cutting in price in New York and other eastern states on oak, and in the middle West on gum and oak, especially quartered oak—they are still strong in most sections of the country. With the diminishing output of gum it is more than likely that values will reassert themselves, as certainly at the present price at which gum is being sold it does not represent any stumpage value whatever, and in fact does not begin to constitute cost.

Since the first of the year collections are coming in with more freedom than during December, and the average man who paid promptly before the financial flurry is paying just as promptly today. Delayed payments are only being indulged in by the comparatively few concerns that were hard up before the flurry, and are in still worse shape today. While trade is witnessing some few failures, they are not nearly so numerous as might have been anticipated. Most of the concerns that have gone into receivers' hands were badly spread out and their financial troubles would have been only a question of time in any event.

The result of the "panic" will have its compensations because it will clarify the commercial atmosphere generally as well as specifically in the hardwood trade. It has stimulated particular caution on the part of sellers in giving credit to those not in high commercial standing. There are less chances being taken on credits than before in a good many years. This attitude on the part of manufacturers and jobbers is keeping the total volume of sales down much lower than the last few years' liberal credit system.

It is undeniably true that more effort will have to be made to market lumber during 1908 than for several years, but hardwood is certainly going to move in fair volume and the prospects for the year are far from discouraging. On the whole the hardwood lumber situation may be regarded as healthy.

### The Association Season.

The association season will soon be in full swing. The progressive lumberman usually belongs to a number of organizations both local and national, which hold their annual meetings about this time, and he will have to "hustle" to crowd them all in. All promise to be exceedingly interesting and profitable sessions, and the wise man in the trade will take in just as many as he possibly can; the value of association work has been so well demonstrated that it is a foregone conclusion he will go away from every one benefited and better equipped to carry on his year's work.

The social feature is becoming more and more an essential part of each occasion, and, indeed, the mere coming together of a few conferees in any trade, though it be in an informal way only, is always productive of better fellowship, a certain amount of mutual understanding, and often direct benefit in a business way.

The Indiana Hardwood Lumbermen's Association meeting at



Indianapolis Jan. 16 promises to show the best attendance of any this organization has ever had, which is saying a great deal, inasmuch as not only its members operating in the home state, but those loyal Hoosiers who have embarked in business in the South, the North country and the far East, always strain a point to arrange their affairs in shape to attend the good old "home-coming"; while numbers of visitors from other associations and states invariably attend. The Indiana association has always held out the olive branch to the entire trade, and always taken a firm stand in favor of any measures which redound to the benefit of the hardwood industry; its attitude on the matter of uniform inspection is too well known to need comment at this time.

The Hardwood Lumber Manufacturers of Wisconsin will hold their annual meeting at Eau Claire on Jan. 16. They cordially invite every hardwood lumber manufacturer, whether he be a member or not, to attend and to be their guest at a banquet which the Eau Claire contingent will serve in the evening.

Within a few days the Michigan Hardwood Manufacturers' Association will meet at Saginaw, and this live young organization always has well-attended, enthusiastic meetings. Since it last met a permanent secretary has been employed, and the organization has gone into association work very vigorously and extensively—a step fully warranted by the large output represented in its membership and the importance of Michigan as a hardwood state.

The manufacturers of Arkansas have caught the spirit, and their local gathering assembled at Newport the other day enthusiastically declared in favor of a state organization, which they formed forthwith.

The date of the Hardwood Manufacturers' Association meeting is yet to be announced by the directors, but it will occur within the month. The Northwestern Lumbermen's Association will meet at Minneapolis Jan. 14-16. Of minor interest to the general trade, but none the less important to those concerned, is the meeting of the National Lumber Exporters' Association at New Orleans on Jan. 22, and the Handle Manufacturers' Association at Indianapolis on Jan. 14.

It is to be hoped that the general spirit of conciliation toward all may prevail in every instance, as was the case last year, and that each meeting may prove a genuine "love-feast" to bring all branches of the trade into closer touch and better understanding.

### The Coming Handle Meeting.

As noted at the head of the editorial pages, a special meeting of all divisions of the Handle Manufacturers' Association of America will be held at the Claypool Hotel, Indianapolis, at 10 a. m. Tuesday, Jan. 14.

The officers wish to lay added emphasis upon one point which has been dwelt on many times, but which still seems to remain a little obscure in the minds of many correspondents: There seems to be an idea prevalent among some of the ash and maple men who have not joined the association that the hickory trade expects to monopolize the organization and get all the benefits out of it. Nothing could be further from the fact. The three branches will maintain their own identity, under their own presiding officer, each entirely independent of the others as far as being controlled by them in any action. The hickory handle trade has been organized before, and well knows the benefits of association work; hence they have joined in strength, while the other branches are of course harder to line up, as is always the case with a new movement of this kind. If the broom handle men and the ash people would do likewise, and be willing to take the word of their friends in the hickory trade that there is good in organization, these two divisions would soon show as fast an increase in membership; in fact, it is said that there are about five-broom handle and dowel men to one hickory.

With regard to membership and objects of this association, perhaps the spoke manufacturers, who met at Chattanooga last month, voiced sentiments which cover the ideas of the handle people as well as they can be expressed, in the following:

"Our organization is composed of the 'who's who' in the spoke manufacturing business of this country. We eliminate the 'has-

beens' and the 'to be's' and acknowledge only the 'issers'; that is to say, the organization is composed of manufacturers who make the manufacture of spokes their business and whose cardinal principle is to make spokes the best they know how at as low a price as the cost of production will permit. Our plans for the future are especially to establish a more uniform and consistent grading, that the interests of both buyer and seller may be better subserved; to discourage the branding up of goods; to encourage a still higher degree of workmanship; to study further the relative costs of making spokes and in every way promote the best interests of the business, that both buyer and seller may be benefited."

It is a foregone conclusion that the greater the number belonging to an organization, the greater the good that may be accomplished, and it is to be hoped that every member of the handle association will constitute himself a committee of one to secure the attendance, membership and coöperation of every manufacturer of his acquaintance. The Indianapolis meeting is not to be held for members only. The situation is critical today, and it is imperative that every manufacturer who has the slightest interest in his own business and the good of the industry be present. He need not join the association unless he cares to, but he should attend at least. One manufacturer expresses conditions in a few words. He writes: "Shall attend the gathering, but we succeeded in cleaning up our handle business pretty well before the recent 'panic,' and it would have to look pretty good to us to get us to have anything further to do with it."

A social feature of the coming meeting will be the banquet which will be served to members and guests at the Claypool Hotel following the afternoon session. At every association meeting, in every line of trade, prominent members are wont to declare that aside from all tangible benefits derived, if they never made a dollar by mutual education and coöperation, they consider getting acquainted with their competitors, comparing notes with each other, and finding out that "the other fellow" isn't such a rascal after all, is worth many times the effort and money spent in attending the meetings, and that they would gladly go were there not a thing to be gained except through social intercourse.

It is to be hoped that there will be a record-breaking attendance at the Indianapolis conference, and it is perhaps not putting it a bit too strong to say that upon its deliberations absolutely depends whether the handle business for 1908 shall be conducted with profit or with loss!

### Another Inspection Conference.

It is reported that another inspection conference between delegates from the National Hardwood Lumber Association and the New York malcontents has been arranged to take place the latter part of this month.

From the fact that the last inspection revision of the National Association was perfected at a meeting in the extreme East, at which the eastern members largely predominated, and the New York contingent had every opportunity of being heard and of protesting if the proposed revisions did not meet its approval; and from the further fact that a tacit understanding was had with this same element several weeks in advance of this meeting—it should scarcely be deemed necessary to permit a reopening of the case, especially as even the managers of the National Association have no authority to make changes in the inspection rules.

This little New York defection, engineered solely by the young gentleman up on the corner of Twenty-fifth street and Eleventh avenue, whose knowledge of the hardwood business came to him in the same manner as did his money—by inheritance—should not receive any great amount of attention at the hands of the national body. He and his few supporters don't care a rap about the particular terms of the inspection rules. What they do want is a recrudescence of the old New York system whereby the buyer not only handles the board-rule but interprets the inspection rules as well.

The rules of both the National and Manufacturers' associations at present prevailing in all parts of the country, are eminently satisfactory to the vast majority of the lumber buying trade, and the sooner there is an end of starring the son of Ichabod in the enterprise, the sooner universal hardwood inspection will be accomplished.

## Pert, Pertinent and Impertinent.

### I Wonder Why

I wonder why the public read  
So many good old stories  
And why so many always wish  
Are buried in the courts.  
I wonder why the doctors die  
At such premature rate  
And why the medium doesn't read  
Her path to fortune straight.

I wonder why the milliner's hat  
Is always out of style.

And why the man behind the bar  
Will never take a smile.  
Why doesn't the dressmaker wear  
The latest model dress?  
Why can't the medium foretell  
Her own way to success.  
I wonder why the broker who  
In stocks can ever lose.  
And why the cobbler doesn't mend  
His own and worn-out shoes.  
I wonder how the farmer tells

And why the medium doesn't read  
Her path to fortune straight.

I wonder why the medium's tongue  
Is always tumbling down.  
And why the farmer always brings  
His freshest things to town.  
I wonder why the medium  
Prizes broke and lives alone.  
Can never spot the handsome man  
With money for her own.

### Sordid Fact.

When a woman is  
away on a visit she  
generally prefers  
books from hubby to  
his love letters.

### Must Keep Up.

Women always  
keep the prevailing  
styles, you notice, no  
matter how much they  
criticize them first.

### Not to Say Gout.

Low spirits follow  
high living.

### The Cold, Cold World.

The world's neglect  
compels most of us to  
lie to be appreciated.

### Misses Something.

The man who thinks  
he can't and just  
quits, loses all the  
glad joy of effort.

### Anticipates.

Wise is the man  
who makes a full con-  
fession as soon as he  
knows he is going to  
be found out.

### Equally Bored.

When people say  
they're tired of the  
world, it is usually  
apparent that the  
world's tired of them.

### Of Necessity.

If money is the root  
of all evil, most of us  
are walking in the  
paths of righteousness  
just now.

## The Year 1908.



**Lumberman:** You certainly are not a beauty, but in spite of the hard things they are saying about you, I reckon you'll turn out all right!

### In the City.

A penny saved  
doesn't mean a penny  
earned—it means a  
newspaper to read in  
the car.

### Matrimony.

Matrimony is a  
word which means  
alimony.

### The Gauge.

Some women stop  
honoring hubby as  
soon as the banks stop  
honoring his checks.

### Expert Opinion.

Lots of people who  
sing in public evi-  
dently never sang in  
private.

### At Ease.

Any woman can be  
"just melting" in a  
thin gown on a freez-  
ing day, if only the  
gown is pretty.

### Far From It.

Kintalks are not  
always kind folks.

### Should Take.

The elastic cur-  
rency proposition  
should become very  
popular with the la-  
dies—it would hold  
up their stockings, in-  
stead of weight them  
down.

### Ubiquitous.

Why is it one al-  
ways has more  
"friends in need"  
than any other kind?

### Every Woman.

Man's greatest delight—man's deepest despair  
Fickle and feeble—faithful and fair.  
Artlessly artful—innocent air;  
Winning and shaming, a comfort—a cure;

Sweet in deceit she is sweetest, beware!  
Harmless—if charmless (no such one is there)  
Patience personified—devil-may-care;  
Right without reason—her wisdom is rare  
Partial and jealous—forgiving and zealous;

Each paradox woman—half angel, half human  
A peach I declare—thank God not a pear  
For with double delight would come despair!





## In Forest Land.

**L**ET me fly from the stress and soullessness of the world for a season! Give me one day not jarred by suggestion of the sordid—the commercial! Far, far from the brick walls of the city I must go—out where the trees are sighing and only the woodland voices break the cool silence.

The world and its ways offend me ever. Let city streets recede and their very echoes die away. I will find escape where tall, stately trees speak the language of Nature; I will wander amid the shade their great tops cast, rejoicing in the tremulous arabesques that stray sunlight sheds on the ground. One long day's respite would I have there, free from the fierce strivings of the outer world. Wanting human sympathy and a congenial tongue, I will converse with the whispering spirits of the forest; for however deceitfully man may speak, the woodland voice is comforting and true. Tired of insincerity and pretense, I will go where the world is primitive.

At last the sympathetic welcome for which I have been longing, greets my ear. I had hardly craved in my soul starvation, voice more soothing than the pine's. It breathes the subdued and plaintive strains of an æolian harp with each passing wind. I ask no more than to walk here, where the mind borrows its fancies from the trees, and the heart its feelings. All about me I hear life's story. How many years was this great oak in reaching its noble height? However long ago it sprung from its parent acorn, it stands an undisputed monarch today. Some good fortune has kept the alien axeman away from this harmonious company, and Nature reigns supreme. Somewhat apart in the woods, as if seeking seclusion, grows the cool, substantial-beech. Tempted by its smooth bark, I adorn the tree with name and date. The pine—that "tree of sighs," predominates, but hickory, chestnut, holly and an occasional cedar make up the congenial family whose peaceful realm I have invaded. Woods mould from many generations of leaves lies thick upon the ground; the limbs of many trees hang low, making one bow the head in passing. My step seems rudely loud upon the leafy carpet, and I tread as softly as I can, lest I disturb the forest symphony.

The Indian walked here in ages long gone by, as I do now, and hardly less reverently. Child of the woods and close kinsman of Nature, his race is disappearing with the trackless forests which gave it shelter.

My heart grows younger through communion with the spirit of the woods which ever calls to the higher self within me. The sigh and

rustle of the leaves give forth a complex melody through which comes the occasional round note of a bird. Oh, that the forest might stand as now forever—a great temple to which an overwrought world may fly and be care-free for a season. Left alone, these great pillars would endure for ages. Trees have not our human limitations, but one merciless law of Nature—the survival of the fittest—prevails on every hand. The ones with whose spirits I commune are but a tithe of those that sprung up with them; the weaker passed away, as Nature rules.

I walk on. The beech stands cool and airy in its light green dress, tempting me to sit and muse in its shade. Here, too, is the dogwood, that gladdened the eye in spring with a wealth of white bloom. The gum tree's star-like leaves dance like those of the cottonwood, in every passing breeze; whoever thinks the gum lacks beauty should see it in its October blush. Poplar and hickory stand in dignity, as though each fancied itself the monarch of the forest.

Would that I might come more often, to revel free and happy in the confidence and companionship of the trees. They are sighing and whispering their old secrets above me, as in days of long ago. No wonder the heart, tired of the world's shams and sins, sighs for "a lodge in some vast wilderness, some boundless contiguity of shade." However silent, the forest is yet eloquent. Can man do more for the welfare of his tired brain and body, than come here for a day of rest and meditation?

Evening shadows are drawing toward forest land at last, and a cathedral light falls through the overhanging boughs. The bright western sky that dimly shows among the distant tree trunks, guides me to the end of the woods.

I am out in the open again. The sun has nearly set. The west is resplendent. A crimson halo overspreads the sky as shadows deepen. I climb a nearby hill that I may look back over the forest where I have wandered in happy abandon today. I am greeted by a great sea of waving tree-tops, almost indistinguishable in the fading light. As I gaze, I can but ask if vandal man will soon despoil so beautiful a spot. Was my day among the trees in last farewell to pine and oak and hickory? As if in ominous answer comes the shriek of a far-distant sawmill, heralding the closing hour. But I put away disturbing thoughts and turn to bid silent good-night to the whispering voices, a sense of sadness and yet of peace, possessing me the while.

I have left the woods, but in memory their spirits call to me and will draw me back again.—JOHN TAYLOR PERRIN.









ORSON E. YEAGER

BUFFALO, N. Y.

## NUMBER LIX.

See Part and Supplement 1

JOHN J. RUMBAUGH, JR.



### Would Dispose of Ties.

SIR:—Mr. Dec. 30. Editor, Hardwood Record. I have a number of ties and a few more in the mill and I am looking for a way to dispose of them. I have a lot of ties and a few more in the mill and I am looking for a way to dispose of them. I have a lot of ties and a few more in the mill and I am looking for a way to dispose of them.

A person who can give this information, or assist in getting into communication with above correspondents, may have his full address on application. Editor.

### A Rival Poet.

Van B. Perrine of Fort Wayne, Ind., whose poetical creations are well known to readers of the Hardwood Record, will have to look to his laurels in future. Another lumberman poet, who has hitherto kept his light hidden under a bushel, has come to the front! Appropos of the verses by Mr. Perrine and his daughter, which appeared in the last issue, the editor is in receipt of the following communication from the solon of the New England hardwood trade:

EAST CAMBRIDGE, MASS. Dec. 30. Editor, Hardwood Record. Below you will find some alleged poetry that I have dedicated to Mr. Van Perrine and his poet daughter. Have sent a copy to him. Would like your valuable opinion on this matter, and if not favorably, consign it to the waste basket. A Happy New Year to you. JOHN M. WOODS.

### AN APPRECIATION.

(Respectfully dedicated to Mr. Van B. Perrine and daughter, with the humblest apologies of the author.)

Dear friend, Mr. Van B. Perrine,  
Your daughter of poets is surely the queen.  
Still wonder indeed that she makes your heart glad  
When at turning out poetry she's skinned her good dad.

Some say that all poets are born and not made,  
There's surely but two in the old lumber trade.  
I'll name them right now, Miss Perrine and her Pa.  
Van is real good, but Miss is the star.

So here's to fair maid and poetical Dad  
The verses of both surely make the heart glad.  
Should the writer attempt an ode to a cat,  
Bootsacks would fly, and the word would be "scat."

So I'll turn my attention to good Mr. Van,  
Who is surely the nicest kind of a man.  
To some it seems strange how a man can saw wood  
And still hold a place in the ranks of the good.

But truth must be told, whomever it hits,  
And the garment put on the man that it fits.  
The Hoosier that tries now to make ones and twos,  
If he's not a strong head, it will drive him to booze.

With knots and the shakes, sap and the bark,  
And worse than all else, the keen lumber shark;  
With sawmill broke down, and the roads all deep mud,  
And the only thing working, the ox with his end.

When it's raining like guns, and they all want it dry,  
If you only could stop up that hole in the sky,  
And make it all long, we can't use the short—  
You feel that you have a good action of tort.

And then the slow note, and can't you renew?  
The bank tightens up, and then you are blue.

You would like to get hold of the man from the East.

Just meet the right good and good him to feast.

In old Indiana I first learned the trade.

When big logs were plenty, and good lumber made.

When mills were built up and not called "scrap."

It's a wise guy now that a "one" can detect.

But still I am glad I know the old story.

And the men that have made her both mighty and great.

Her lumber is good, but better her sons.

We weigh them by character, not by the tons.

So here's to the firm and the family, too.

A Happy New Year to each one of you.

May health be all good, and balances right.

Great plenty to eat, no paper to kite;

The yard full of logs, good lumber on stick.

Customers plenty, that don't make a kick.

The whole gang a-working, money in bank.

One good friend sure, John M., the Yank.

This story is told from the land of baked beans.  
By an old lumberman who says what he means.  
Deals squarely by men who have the right ring.  
Thinks not for a moment that he's the whole thing.

Man has to make lumber just as it grows;

As rain falls in summer, in winter it snows.

No tree ever grew without heart, bark or sap—

The man that don't know it is only a yap.

If there only was market for heart, bark and dust,

And mill could stand still and not cover with rust!

It horses, like snakes, could live on the air,  
And men suck their paws as in winter does bear!

But the dust and the bark must all go for naught.

And any old mill will quick rust and rot;

And horses and oxen must have their corn,

And men their full pay as sure as you're born.

Sure the men in the West and the men in the East

Sometimes have their famine as well as their feast.

If you think that a mill brings you nothing but pelf,

Just buy out a sawmill and run it yourself.

I've been at both ends, and I am no gump.

The man has his troubles that takes it from stump.

Some say there are millions—tell that to mine.

I'm glad and contented to buy from Perrine.

We can't all be poets like Miss, Van and I.

But can do some stunts, at least we can try.  
It's a good time to live, keep on sawing wood.

You may not be wealthy, but all can be good.

Cheer up, Mr. Lumberman, good times are coming.

Bumper crops, plenty men, sawmills a-humming;  
Get on a broad grin, push through your pate,  
Good lumber'll be wanted in one nine 0 eight.

The moral is this: Let each take his stand.  
For righteousness only exalteth our land;

The product we handle comes from the sod.  
We're children all of a just, loving God.

### The Age of Steam.

The printing press, the locomotive, the steamship, the electric car—all are wonderful inventions. They have contributed much to the intellectual growth and material prosperity of the world. But there is one invention greater than them all, because without it none of these could

exist, except in favored localities. Nor would any of a myriad of other labor-saving machines be available. It is the steam engine. By its use a few men accomplish what would otherwise require a small army.

Take the modern sawmill, for instance, with its haul-up, its bands and circulars, its carriages, its edgers, its trimmers, its slab-slasher, its resaw, its conveyors, etc., and barring the exceptional instances where water power is available, what would it accomplish without its steam engine? How long would it take the same crew of men to cut the same amount of lumber so perfectly with nothing but hand tools from beginning to end? Thoughts like these inspire one with respect for the steam engine, and lead to a proper appreciation of the immensely important part it plays in the industrial world of today.

Since the steam engine is so essential a part of the equipment of a sawmill, as of other factories, how necessary it is that the boiler shall furnish a liberal supply of the fluid that enables the rest of the equipment to perform its appointed work—steam. Yet it is a chronic state with some mills to lack steam and to have everything lag in consequence. Singularly enough, those responsible for their management seemingly fail to realize that they could just as well cut say 10 per cent more lumber without adding another name to their pay roll.

All that is required is to promote combustion, which can be done by installing the Gordon Hollow Blast Grate. This grate burns wet or green slabs readily, but is particularly valuable where wet or green sawdust constitutes the fuel. As is well known, the tendency of such sawdust, especially if it be the product of a band-saw, is to settle so compactly on the grate as to prevent the air from forcing its way through, where natural draft is depended upon. With the Gordon Hollow Blast Grate the air is introduced under sufficient pressure to prevent this and keep the sawdust loose, and the air and the fuel are intermingled everywhere, the result being that the sawdust burns freely and perfectly.

Users report an increase of from 25 to 50 per cent in the effective steaming capacity of a boiler following the installation of this system. An additional advantage is the fact that it makes the user entirely independent of weather conditions, giving him the same control over his fire that he would have if he were burning gas. A still further inducement is its wonderful durability, which is so great as to make it far more economical in the long run than any draft grate ever devised.

The Gordon Hollow Blast Grate is equally adapted for furnaces or ovens, and for any number from one up. No change in construction is necessary.

As the appliance is sold on approval, subject to thirty days' trial, the manufacturers paying the freight both ways if the output is rejected, operators who are short of steam, or who are unable to burn their sawdust or other mill refuse satisfactorily, would doubtless find it to their advantage to write for full particulars to the Gordon Hollow Blast Grate Company, Greenville, Mich., who, by the way, also manufacture the well known Tower line of edgers and trimmers.

### New Kentucky Corporation.

Articles of incorporation were taken out at Frankfort, Ky., on December 18 for the Richland Parish Lumber Company, with a capital stock of \$400,000, the incorporators being C. C. Mengel, C. R. Mengel and Arthur L. Musselman.

The company will take over approximately 13,000 acres of land in Richland Parish, near Rayville, La., now owned by C. C. Mengel & Brother Company, and is authorized to carry on and conduct timber and lumber camps, sawmills, etc.

## How Rainfall is Affected by the Demolition of the Forests.

Every occurrence in nature is preceded by other occurrences which are its causes, and succeeded by others which are its effects. The human mind is not content with observing and studying any natural occurrence alone, but derives pleasure from connecting every natural fact with what has gone before it, and with what is to come after it.

"Americans are still living who witnessed the burning in log heaps of black walnut and white oak, in order to clear the land for the use of Ohio and Indiana pioneers. Today, black walnut in that same territory is little more than a memory, and the finer grades of white oak command half the price of mahogany. Thus, in one generation, the country has passed from surfeit to hunger; in another, it will pass from hunger to starvation."

In this graphic language the North American Review of Reviews gives a summary of the history of the lumber industry in the eastern states and states of the middle west.

Before the fact that the destruction of trees affects the rainfall is explained, a few words in regard to the exhaustion of timber here in Canada will not be inappropriate.

Ontario has duplicated the folly of her neighbors across the line. A few years ago, men pointed out stumps in southwestern Ontario from which walnut had been cut, rolled into log heaps, and burned. In the winter of the coal famine, farmers in Wentworth county saw pine stumps sell for more as fuel than trees cut from these stumps had brought as lumber within the memory of these same farmers. People are now living in York and Ontario counties, who remember when plank, cut from pine trees growing in the neighborhood, formed a section of the roadway on Kingston road, and covered the whole of the highway from Whitby, north to Manchester, and when cord-wood was delivered at docks on the north shore of Lake Ontario, for the use of the Montreal boats, at a price which represented little more than the cost of cutting. Today, there is scarcely a mature pine to be seen in either of the two counties, and in the south riding of Ontario, and practically the whole of York, at least 90 per cent of the farmers are dependent on imported coal for their winter firing. People little past middle life can recall a time when wolves chased deer through lands then covered with forest, which are now within sound of the factory whistles of Guelph, and when there were but occasional clearings in the whole country lying north of a line drawn from Kingston to Goderich. Not only have the residents in the older part of the province of Ontario almost reached the point of exhaustion, in their natural fuel supply, but timber and lumber for building purposes command such exorbitant prices that some farmers are seriously considering the use of steel

and cement for the framework of outbuildings, while shingles for the same reason are being brought all the way from British Columbia.

Fortunately, the warning conveyed by the situation has been heeded before it was too late. Under the late liberal administration, large areas of forest land were set aside as permanent reserves, from which trees are to be cut only as they mature. The present government has not only continued this policy, but it has been stated that measures are to be taken to limit the opening of land for settlement, to such areas as are really adapted to agricultural purposes.

All this goes to prove that our timber is becoming exhausted, and we must find ways and means to assure a sufficient supply of timber for all time to come; far from least among the considerations involved, the danger of loss from drought, and destruction by cyclone will be greatly reduced. Only last summer, Ontario farmers suffered exceedingly heavy losses, just on account of what is called the "dry season."

The old Greeks were wise men in their day, and with them, the word *dendrokopein* (to cut down trees) meant also to destroy, ravage, and utterly ruin a country. We, or those who come after us, shall find to our cost, that the Greeks were philosophers in so using the word. By cutting down the trees upon mountain sides and ravines, we are inevitably entailing two great evils upon posterity—a scarcity of fuel and a scarcity of water. The former evil is the most obvious, but the latter is equally certain and more formidable. The lack of wood for fuel may be supplied from our abundant accumulations of coal; but no art or labor can supply a substitute for water.

The hidden fountains of all our springs and rivers are in the atmosphere. Every drop of fresh water is drawn, in the form of dew or rain, from these inexhaustible, ever renewed reservoirs. Trees act in many ways in regulating and distributing the supply of moisture. In certain localities they even produce a sensible effect upon the amount of moisture deposited from the atmosphere.

Thus, in the island of Saint Helena, great attention has been paid within the last half of a century, to the planting of trees upon the steep bare hillsides; and it has been found that the fall of water has almost doubled since the time Napoleon was imprisoned there. The reason seems obvious. The temperature of trees, in hot climates, is always lower than that of the surrounding atmosphere. The winds, bringing moisture from the ocean over which they have passed, sweep over the island. The trees condense this, and it is deposited in dew or rain.

Still more remarkably is this shown by the famous fountain trees on Ferro, one of the

Canary Islands. So great is their condensing power that they always seem to be wrapped in a vapory cloud, and the moisture collects in drops upon the leaves, trickles down the branches and stems, and collecting into a reservoir at their base, forms a perpetual fountain.

Some years ago, much was heard of drought and consequent famine in the Cape de Verd Islands. The soil is of a peculiarly porous nature, and therefore requires a constant supply of moisture as an indispensable condition of fertility. For a long time the climate had been growing less and less humid. The Socorridos, the largest river in Madeira, formerly had a sufficient depth of water to float timber down to the sea. It is now a mere rivulet, whose waters, except in flood time, are scarcely discernible as they trickle along its pebbly bed. The diminution of moisture can be traced directly to the forests that formerly covered the mountain sides.

The Portuguese government was early aware of this, and laws were framed prohibiting the cutting of trees near springs and sources of streams. But timber was valuable, and the land was wanted for vineyards. Portuguese laws were powerless against the demands of immediate interest, so the trees were cut down, the springs failed, and fountains dried up. Hence came drought, famine and destitution. Present gain must sometimes be purchased by future loss. It is not good policy to kill the goose that lays the golden eggs.

Trees regulate the supply of moisture in many ways, even where we cannot suppose that they affect its absolute amount. The evaporation from their leaves is considerable, and this diffused through the atmosphere, is wafted over wide tracts of country. They shelter the ground beneath them, and thus prevent the water that falls, from being carried off by evaporation, allowing it to penetrate the earth, keeping the springs and fountains in perpetual flow in the driest seasons. Their roots and fibers penetrate the soil, preventing it from being washed away by sudden showers, and forming a sort of sponge that absorbs the water. This it gives out slowly and uniformly, thus equalizing its flow, preventing droughts on one hand, floods on the other.

When the forests on hillsides and ravines are cut down the rain runs off them as from a roof. A sudden shower swells every rivulet into a torrent. Every tiny brook pours its accumulation at once into the rivers, whose channels are inadequate to carry off the sudden increase, hence disastrous inundations, followed at intervals by low water. The supply of water that should have been distributed over weeks is exhausted in hours. That which should have bubbled up in springs



and flowed through rivulets, making the meadows green, is rushed through the great rivers to the ocean, only to go through the same round of being taken up by evaporation.

The volume of the great rivers, the Danube, the Mississippi, the Nile, the Rhine, and the Connecticut may undergo no changes from age to age; for they derive their waters from a large extent of country, and droughts in one section are balanced by showers in another. But the smaller rivers diminish, the rivulets dry up and the springs fail, except immediately after rains, when they are swollen. Thus by the operation of one law, the destruction of forests causes the two opposite evils of floods and droughts.

It is said that Humboldt was the first to call attention to the probable consequences of the destruction of forests. In 1800 he visited the Lake of Valencia, in South America. By careful observation he found that in the course of the preceding century, the level of its waters had fallen five or six feet, and its shores had receded a number of miles. The neighboring mountains, he said, had been formerly covered with dense forests and the plains with thickets and trees. As cultivation increased the trees were cut down, evaporation from the surface was accelerated, the springs and fountains dried up, and the shores being low and flat, the surface of the lake rapidly contracted. Some years after his visit the War of Liberation broke out; men betook themselves to fighting instead of farming; the tropical vegetation, no longer kept in check by man, again overspread the hills and plains. The rain-water, no longer taken from the surface into the atmosphere, sought out its ancient fountains; the rivulets reappeared, the waters of the lake began to rise and overflow the plantations that had been formed upon its banks.

It is a well-known fact that the lakes in the valley of Mexico have contracted considerably since the old Aztec times. The city of Mexico occupies its ancient site, but it is now some distance inland, instead of on an island, as formerly. This is ascribed to the felling of the forests that formerly clothed the adjacent hills.

In tropical climates the connection between the forests and the supply of water, and consequent fertility, is most apparent. When the Spice Islands fell into the hands of the Dutch, they were covered with a dense growth of spice-bearing trees. In order to increase the value of their monopoly they commenced an almost indiscriminate demolition of these forests. In consequence, the islands were converted into barren wastes, and they have not yet resumed their former fertility, proving that it is much easier to prevent an evil than to remedy it.

Could the old Greeks have looked forward into futurity, they would have seen double reason to use tree-cutting and devastation as convertible terms. In a large portion of Greece the forests that once clothed the hills have disappeared. As a consequence some

of the famous fountains of antiquity now flow only in song. Rivers of historical renown have shrunk to scanty brooks, which a child may ford. The Lernean Lake is now but a stagnant pool, so overgrown by reeds and rushes that the traveler might pass it without being aware of its existence. Asia Minor and Persia, and the country from Burmah to Afghanistan, are full of warnings on this subject. Italy has suffered less, for her lofty mountains are yet the parents of perpetual streams; but she has not escaped. The famous Rubicon has dwindled to an insignificant rivulet.

Palestine, in the old times, was a land of rivulets and fountains, gushing from every hill, and was thereby distinguished from Egypt, which must be "watered by the foot." The channels of its rivulets still exist, but they are dry water-courses, except in the rainy season. Their number is sufficient proof of the ancient abundance of water. In tropical climates, water and fertility always go together, and the abundance of these dry channels, which were once enlivened by living streams, is sufficient proof of the ancient fertility of the Promised Land—a fertility which must needs have been great, in order to support the dense population, which sacred writ informs us once peopled its hills and valleys. But with the trees the gushing fountains have passed away, and ages must elapse before the best government can restore the country to its old state.

Our own country is too new, and our forests are yet, in spite of woodmen and axes, too numerous for the scarcity of water to have become a serious evil. Like causes produce like effects, and unless we change our procedure our children will suffer from our wanton carelessness. We have no right to desolate the country for our own temporary advantage. No generation has more than a life-interest in the earth, of which it is sim-

ply the trustee for posterity. Every man who has revisited his early home in the older states, after an absence of a few years, cannot have failed to have noticed the diminution of the streams and springs. There is probably no water in the brook that turned his water-wheel. The springs in the pasture, which he remembers as ever-flowing, are dry; if a season of unusual drought happens, the cattle must be driven long distances to water, a necessity that was never known in his early days. More especially will this be the case if a railroad or an iron establishment has occasioned a rapid demand for fuel. The trees have gone, and with them the water; the meadows and fields are dry and parched.

Let us be careful of our trees. Preserve those that grow upon mountain sides and ravine slopes, by fountain heads and springs. A keen axe in a stout woodman's hand, will, in an hour, destroy what it has taken a century to produce, and what a century cannot replace. A few cords of wood are worth something, but they are of less value than a perpetual fountain. A few acres added to our cornfields will be dearly bought, by cursing the land for generations with drought and barrenness. In the eastern states, even now, there is more need of planting forests than of felling them.

"Put in a tree, it will be growing while you are sleeping," is good advice here as well as in Scotland, and posterity will have good cause to be grateful to those who follow it. In our newer states there may be no need of this, but it is necessary that in making clearings there shall be no wanton waste. Spare the trees, then—not merely the one which "sheltered you in childhood," but every tree for the destruction of which you can show no good and sufficient reason.

MARK L. HYDON.

## Interchangeable Woods.

The truth that all things are not what they seem is exemplified in woodcraft as well as in other lines of trade and traffic.

The deception does not always depend upon the disguise of stains. It is true that the advent of the great variety of stains has made it easier to match the various woods, and that in a majority of cases a similar texture of wood and relatively near pattern of grain will permit of satisfactory matching, regardless of original difference in color. In the case of stained woods of different kinds that are required to match up, it is often necessary to vary the stain in order to produce the same effect. The grain of yellow pine and that of cypress may be of so similar a character that when the stain is properly applied it will be impossible to tell one from the other, but as cypress stains more freely and more clearly than pine, it is necessary to weaken one stain and strengthen the other in order to produce a uniform effect. Selected grain in yellow pine may so

closely resemble plain oak under a dark antique stain that at a distance of ten feet or more the average woodworker or painter could not tell the difference.

Substituting birch for mahogany is a practice that ordinarily will not fool a millman, even after the stain and varnish has been applied, for with the exception of very flat plain grain in mahogany and the same kind of grain in red birch, the two woods are easily identified. The more or less regular markings of curly birch which, under a dark mahogany stain give that rich tiger effect, are quite characteristic and are not found in mahogany.

It is possible to substitute white or sap birch for hard maple in cases where a slightly softer wood is permissible, and while it does not show the little flakes in the quarter as does the hard maple, the flat grain is not dissimilar in figure or color.

One of the substitutes for birch is tupelo gum, and especially when only the sap is



used is this permissible. It polishes very nicely and takes a mahogany stain well, although more after the manner of poplar than birch. For ceiling partitions in water closets, for the platforms for birch stairs, for the backs of cupboards and fixtures and in short for all the inconspicuous places where birch is specified, it is possible to use tupelo to advantage. A stock of flooring and ceiling of this wood is a profitable thing to have around the planing mill, but it should be kept piled straight and level and covered to protect it as much as possible from the weather, for it is very likely to warp and twist badly if it and the weather are allowed to play together.

Perhaps one might think that one wood is never changed for another except to substitute a cheaper material, but this is far from the truth, as many substitutions are made to fill otherwise impossible orders, or to improve the quality of the work. For instance, it may be possible to get outside balusters from Douglas fir in the solid, while if made of yellow pine, as ordered, they would have to be glued up. Not one carpenter in a dozen would notice the difference, and probably not one in four could pick out the fir from the pine if the lot was mixed. Another substitution where the dearer wood is used is the making of yellow pine panels and even whole doors of western white pine, by selecting such pieces as show a yellow grain. If these are stained, as so much of the hard pine finish is in this day, no one can tell the difference.

The mixing of red and white oak in the same job is prohibited by many architects, but if the finish is quite dark it will take an expert to designate the difference after the completion of the job. It is true that there is more difference in the appearance of red and white oak in the quarter-sawed than in the plain, the white generally showing the better flake, but with careful selection it is possible to interchange the two with good results.

It should not be inferred that these substitutions may be made at random; that any piece of birch will replace any piece of maple, or that any piece of tupelo will be a substitute for any piece of white birch. Care must be exercised to match the woods in grain and color.

Some of the handsomest cherry flooring the writer ever saw was made from selected red birch, and the substitution resulted in a delighted customer. Such a substitution could hardly be called a fraud, even if the real truth was withheld from the customer, for the beauty and quality of the flooring was up to the standard of the order and was the only means of filling the order and the only means of furnishing the customer in time for the completion of his job.

The substitution of ash and elm for oak in furniture is one of the evils of the day for which the manufacturer is hardly responsible, for it is not to be supposed that a dealer is dead enough not to know the dif-

ference, yet it is a common experience to have the two woods mentioned offered as "solid oak." But deception is rife in furniture making. We see in the cheaper grades the pure or grained imitation of quartered oak, and the touching up of the quartered pieces having little or no flake, with a fake flake which would be quite effective if the outline was as natural as the size is generous. Another cute thing in furniture manufacture is the way they wrap a fine quartered veneer around a small column in a beautiful spiral—with a brush!

And this brings us to another practice in interchanging woods—among those used in work finished in paint, and in these the appearance of the surface to the eye is often subordinated to the utility of the pieces. They may be hard or soft, light or heavy, tough or brash and for interior or exterior work, but the substitute must have the general characteristics of the prime. If the job calls for poplar, it may be possible to substitute basswood, cottonwood, butternut and red or white gum, as these woods compose a class having a similar texture, will not split easily and present a smooth surface for paint or enamel. Of course, this does not mean that if a man orders a piece of work made of one of the above-named woods the maker may substitute any of the others without consulting the customer, but it may be safe to introduce a certain amount of one of the others if it is necessary to complete the job; or it is often possible to get the consent of the customer to the change, if he has specified the first suitable wood coming to his mind and would be equally satisfied with one of

the others. Some time ago the writer had an order for insulating molding for electric wiring, the customer saying he wanted ash. When asked why he used ash instead of some cheaper wood, he said that the underwriters would not allow him to use a wood containing any gum or resin, so that hard pine was barred. In the locality where this occurred the red gum was much cheaper than ash, and after showing him a sample of the wood he was satisfied to have the mouldings made from the cheaper wood, as it answered his specification as well as ash, and any of the short list named would answer as well as gum.

The substitution of beech for maple is one that is no detriment in many kinds of turned work, and for embossed mouldings it is a happy medium between birch and oak, as it may be used successfully with each and be inconspicuous in color, while it takes the compression with great beauty and smoothness. Of course it is much easier to substitute in mouldings of small details than in the wider surfaces, for it is exceedingly difficult to identify the different woods by sight alone when submitted in very small pieces.

Some of the things to be kept in mind when contemplating a substitution are the weight of the wood, the tendency to warp, the liability to split, the smoothness of the surface, the appearance of the grain in color and pattern and the cost of the lumber. Another thing to be kept in mind is the customer, and the successful issue of the work will prove the wisdom of your management.

—CHARLES CLOUKEY.

## Proper Installation of Resaw in Sawmill.

The RECORD has had several requests for plans for the proper method of installing a resaw in a single band hardwood sawmill and is indebted to E. C. Merston, of W. B. Merston & Co., Saginaw, Mich., the well known band sawing machinery manufacturers, for plans outlined in this sketch and for the drawing which accompanies it.

The various machines and operating devices are indicated by letters on the diagram. Located in the train of live rolls which ordinarily convey planks, slabs, etc., from the main sawmill are the transfer chains B; the end projecting within the train of live rolls is usually of the type known as "pick-ups"—that is, the end usually consists of a short arm pivoted in such a manner that the chains can be raised and the boards or planks transferred from the live rolls by means of the chains. The end of each chain nearest the resaw is stationary.

Thus, if stock is to be resawn at once, as would be in the case of resawing two-inch plank into one-inch boards, by proper manipulation a plank could be transferred to N-N in front of the resaw, passed through the resaw over the dead rolls E-E, when the

operator taking away from the resaw would shove the resawn boards over the skids J.

In the skids J may be located small rolls or what many sawmill men call "dollies," these little castor-like rolls serving to facilitate the manual transfer of the stock from the resaw to the edger.

The arrangement just described is the usual ordinary method as practiced by most sawmill men. The novel feature of the installation recommended and shown in this plan is the method for returning stock for resawing a second or third time without interfering with the stock which may be in the course of delivery toward the resaw from the band mill at the same time.

To prevent confusion at the resaw and the interference of the one source of supply with the other the skids Y are provided. These skids are pivoted at the end next the live rolls H, and the end nearest the resaw may be raised or lowered at the will of the band resaw sawyer. When the skids Y are elevated, stock being transferred from the live rolls by means of the transfer chains B, will be arrested at some point on the skids Y, because of their elevation, which lifts



the stock in course of transit from the chains B; this gives ample opportunity for stock to be returned by means of the driven return rolls X-X.

Suppose a hardwood log has been completely sawn up to the last two planks or fitches. Suppose also that the large log mill cuts this last cant into two planks 4x10 inches in size; drop these on the transfer chains B so they are delivered on the idle

two resawn 2-inch planks back over the rolls X-X to the point D, on the dead rolls D-D.

The resaw sawyer immediately takes plank number one and shoves it back upon the end of the skids Y, adjusts his rolls to 2 inches, and resaws plank number two. The off-bearer now sends back the two remaining resawn 2-inch planks, numbers three and four, which are sawn into 1-inch boards in their turn. When the skids are lowered plank number one is delivered on the rolls D and resawn, and the accumulated supply from the new log is also delivered at the resaw.

It will be noted that this accumulation is not delivered until the two 4-inch planks

are completely sawn and out of the way. To accomplish these results and secure this convenient method of handling the stock, which is well nigh perfection in connection with a single band mill, you will note that all of the added mechanism consists in the two driven return rolls X-X and the skids Y, with the dead rolls D mounted in the ends thereof.

The above explanation and diagram will doubtless be perfectly understandable to the average hardwood manufacturer. The installation shown has been recommended by W. B. Mershon & Co. and placed in operation in several modern mills of late and is giving the best satisfaction.

## Hooligans in the Lumber Business.

I used to think that most anyone could drive a horse. All one seemed to have to do was to sit up on a wagon and shake the lines and let the horse do the work, a little pull more or less being about all there seemed to be to it. It was not until I had been around the crowded streets of a big city like Chicago that I realized what it meant to drive a horse, where a teamster must back his wagon or bus into a space with not more than a couple of inches room to clear his wheels. They do it right along, and with but seemingly little friction; but I am of the opinion that I would play the part of Happy Hooligan were I to attempt any such feat in such a place.

Now there are just any number of Hooligans in this mill business, and I think it would be worth while to study the results in some cases recently come to light, with the idea of seeing just where the parties stumbled, figuring out just about where they will land. There is absolutely nothing imaginative about the story I shall relate, the distressing fact being that it is all too true. It is one of the shining illustrations of the old saying that "there is a sucker born every minute"—and not necessarily in Illinois.

The lumber manufacturing business is full of Hooligans—who are continually butting into those who would benefit them were it not for their blundering tendency. Some of them have furnished me with a good deal of worry, some money and an object lesson. It is often the case that several men having enough money to make them uneasy look around for some mischief to get into, and land in a business of which they have absolutely no knowledge beyond the fact that trees are growing on the land they buy and that people buy lumber to build houses. Given these two important facts, the installing and operation of a sawmill seems but a minor matter, as lots of other people do the same thing, and the change from shaving notes to making shavings from lumber does not seem to be a very great one. In fact they are exactly in my frame of mind when I used to think anyone could drive a horse. But subsequent events have proven that there is a good deal more to a sawmill than graft

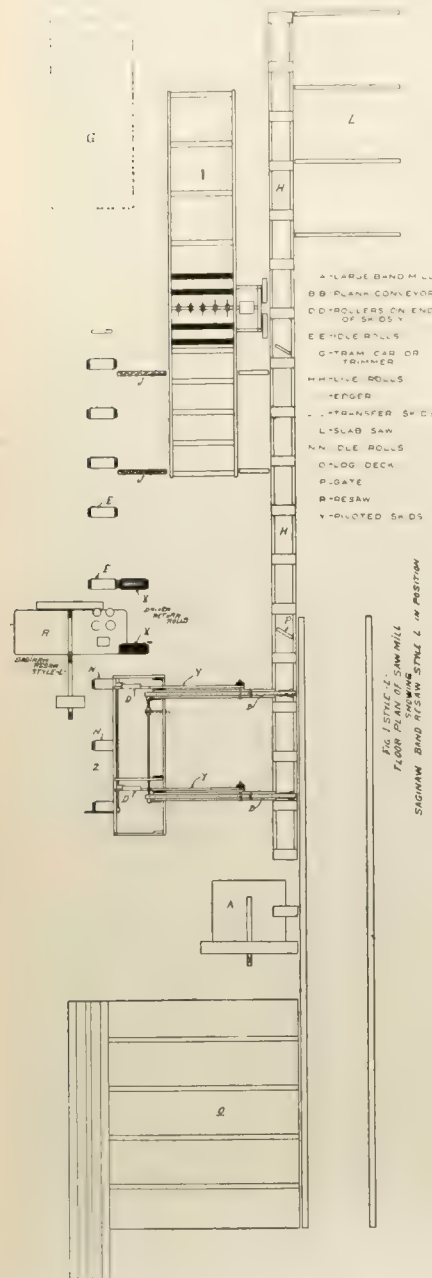
for a relative and the putting up of the building. What connection these two have will presently appear.

It would seem as if everyone had heard of the gold brick scheme, but as long as the brick can be dressed up in some other guise than a plain brick, just so long someone will be found to put up the money to get something for nothing. Or, if not getting something for nothing, it at least has the semblance of someone letting the buyer in on a deal that is secret and would be snapped up quick if it were known to be laying around.

One of these generous souls who are the means of letting their friends in on these "sure things" found the means to get acquainted with my friend Jones. Jones is a man with money—or was, I should say. He had a good business, he was successful, and had enough to last him in comfort, but like Alexander, he wept for more worlds to conquer. The opportunity seldom exists without the man to meet it, and land agents are among the shrewdest in the world. It did not take one of them long to form the connection, and my friend Jones was the buyer of as fine a parcel of timber land as could be found in a new and fast developing country. Later he was joined by another buyer to whom he had confided the "good thing" he had run across, and still later by another, and in the fullness of time there was enough of this land on hand to make a big sawmill proposition look like the proper thing.

Up to this time things had been kept quiet. The lands lay back of other property through which access must be had, and after a good deal of trading a mill site was obtained at a figure that made town lots look like they were cheap as dirt.

All this time advice was being sought as to the value of the timber. Estimators had been sent in on the quiet, but not one of them had the faintest idea of the timber more than to say about how much to an acre was standing on it. As to what sort of lumber it would make that was a needless question, for was not lumber lumber—and costly at that, just then? Nearly all timber has its value in the tree and can be estimated within certain limits—except cypress in some



PLAN SHOWING PROPER INSTALLATION OF RESAW IN BAND SAWMILL.

rolls D; the skids Y are then elevated so as to prevent any more stock being delivered to the resaw until the sawyer is ready for it, and while the sawyer for the big band mill is loading another and is slabbing it, etc., the resaw sawyer spreads his feed rolls so as to split the first 4-inch plank in the center, following it by the second 4-inch plank sawn in the same manner, and the man taking away from the resaw sends the



localities, and it was a cypress proposition that confronted these newly fledged lumber men. No one who had been sent into the timber had the least idea of the value of the timber from a practical standpoint, but the land agent made it his business to see that some one was along at sundry times to talk up the value of standing timber, based upon size and fine appearance.

This having been the basis upon which the land was bought the next thing to do was to get ready to put in the mill. A machinery salesman soon had that part of it fixed up for them and the next thing was the plans for the machinery. A millwright was found who took the data furnished him, and building according to the expressed wish to have the mill large and strong enough to be capable of increasing to double the starting capacity, in due time had it ready for sawing. During the building of the mill the tram road was run out in the timber and logging commenced. Timber was cut and hauled up to the tram for the loader to reach and sawing commenced. Up to this point the prospect was not darkened by any appearance of clouds on the horizon, but the rift appeared when the daily cut was not within twenty per cent of the log scale. Something wrong, surely! And it was but a few days before the manager decided that it was because the mill foreman was not a satisfactory man, to him, and arrangements were made for a change.

The new man arrived and like all new men made the mistake of finding fault with everything that had been done. The mill was too high and from that on down to the smallest detail everything was wrong, if you let him tell it. But the same amount of waste remained, and retrenchment began in all directions. Wages were cut all along the line. Good men left and anyone who would work for the wages offered was hired. The mill was continually broken down from some trifling thing or other. The new man in his rushing around to force the work through got caught in the trimmer and lost two fingers at one time; was nearly killed at another by a board being thrown on him. After a month of worry and still greater loss the plant closed down until someone can be found to take the place. The mill company has spent \$35,000 on the plant alone and it is almost useless at present.

Now what was the matter? The mill had cost nearly \$7,000 more than the estimate and that was made from known figures as far as the machinery was concerned. The building was known to be of a given size and the cost of erecting could be and was told within a narrow limit. But the labor cost of putting in the mill was five times what it had been with all other mills the millwright had put up—here was the first stumbling block to the success of the mill: The manager was a small stockholder and in order to induce him to take charge of the plant he, being a relative of one of the large stockholders, was given the exclusive boarding privilege of the whole place, and so

rigidly was this adhered to that one of the men was ordered from the works for selling a sick man two meals. The food in the boarding-house was not fit to give men, being dirty in its preparation, poor and scant in quantity, and the first offense the foreman was guilty of was throwing his plate of food on the floor and protesting against the grub and walking over to a farmhouse near the mill for his meals. He knew it settled him with the manager, but he had pride enough in his work to stay and finish the mill before leaving.

The result of this treatment was that not a millwright would come to the job. The mill had to be built with such tramp carpenters (?) as happened by for a few days' work, and it took three months longer to do the work. It had been the boast of my friend Jones that his mill would be a model for others, inasmuch as he proposed to pay in cash semi-monthly, to run a store with prices that would compete with the nearby large town and would give the men good accommodations. Payday slipped up to the thirty-day time, prices in the store were as high as the next farm store that did a credit furnishing business, and the food continued as bad as ever up to the time the mill shut down.

But all these things would not stop a mill. The little side experiments and fool things that were tried would not make the difference in the log scale and the lumber tally. One member of the company who was something of an engineer in his own mind, tried all

sorts of dodges with the boilers—tried to fire with the draft doors closed and the furnace doors open, for instance, saying a wood fire burned better with the draft across it. All those little things, while intensely aggravating, did not affect the logs.

The mill had been built without a competent man to advise, without a timberman who knew what he was looking at, and when the logs were brought out, after all the money had been spent, they showed eighty per cent and over of the poorest sort of Nos. 2 and 3 common, splits, shakes, wormholes, peck without end; what was sound was full of ring checks, so that it was practically impossible to get a board sound on both faces, as all of the cypress in that part of the country is known the world over as the shakiest stuff that ever had the chills.

These, alas, are facts, and now that the cover is off of the brick and the drill has gone into it for the assay, it pans out to be the poorest sort of brass, and they have built a \$35,000 mill with stock fit for nothing but lath, and not much of that when the shaky ones are thrown out. Is it possible, you ask? It is, and is only too true. Just what will be done with the outfit cannot be told at this writing, but it is certain that there is a good mill not far off that could be bought for less than it cost to build.

Let the shoemaker stick to his last; it is safe to say that there is one set of men who know that the shavings off of notes are more productive of money than are the shavings that come off of lumber, more especially cypress.

—H. C. H.

## News Miscellany.

### New Mexican Operation.

Authentic advices from the City of Mexico state that a prominent American has purchased near Mexico City 15,000 square meters (17,940 square yards) of land, which is to be devoted to the establishment of lumber yards, larger than any now in the republic. It is proposed by the company that has been organized to keep in stock large quantities of native Mexican lumber, the proposed buildings to be sufficient to accommodate 8,000,000 to 10,000,000 feet of lumber and to compete as much as possible with foreign importers. The company controls large tracts of timber in the northwestern part of the republic and has already entered into arrangements for rates and tariffs to New York, Liverpool, and Havre. They will probably export through the port of Tampico, which is rapidly becoming one of the great export outlets of the republic.

Mexican lumber has during the past few years been generally used in the country and has successfully satisfied the tests of railroad construction; hence it is probable that if the new company carries out its plans there will be a noticeable decrease in American exports of Oregon and Georgia pine to Mexico.

### Arkansas Hardwood Organization.

At a meeting recently called in the city hall of Newport, Ark., to organize a hardwood lumber manufacturers' association for the northeastern portion of that state, there was so good an attendance and so much enthusiasm that it was decided to make it a state organization. The meeting convened at 10 a. m. and with only intermission for lunch remained in session until late in the afternoon; a number of committees

met in the evening. The objects of the organization are to secure a full understanding of the conditions surrounding the hardwood lumber market in the territory covered, the establishment of uniform grades for the inspection of lumber as the only legitimate basis for more uniform prices; to establish uniform customs and usages among manufacturers of lumber; to procure and furnish to members such information as may tend to protect them against unbusinesslike methods of those with whom they deal, and such other information as may be for the benefit of the members.

The following officers were elected: L. Lippman, Newport, president; E. W. Crayton, Newport, first vice president; R. A. Dowdy of Batesville, second vice president; J. H. Evans of Jonesboro, treasurer; George R. Hays of Newport, secretary; these gentlemen, with A. A. Ward and J. A. Borgman of White and Craighead counties respectively, make up the board of directors.

### New Tie Company.

One of the recent Chicago incorporations is the Chicago Tie Company, capitalized at \$75,000. The president of the company is D. K. Jeffries of the Chicago Car Lumber Company; A. B. Donaldson is vice president, F. J. Jeffries secretary and treasurer, and W. B. Beckman manager. The general offices of the company are located in the Pullman building, Chicago, while the manager's office will be maintained at Huntsville, Ala.

The company will enter extensively into the manufacture and sale of railroad ties and already have several important operations started on the upper Tennessee river, and at various points in Alabama and Mississippi. The pro-



pressive character of the gentlemen interested in this enterprise, together with their thorough knowledge of the requirements of the trade and enviable alliances with many important railroad corporations, presage a big success for the new concern.

### St. Louis Lumber Statistics.

The two tables herewith presented give some very complete and elaborate figures, one showing the lumber handled by the members of the

	RECEIPTS		SHIPMENTS	
	Rail Cars	1907	Rail Cars	1907
January	11,497	9,721	6,005	6,396
February	12,242	11,832	6,757	6,948
March	14,151	11,331	8,679	9,361
April	13,315	13,351	8,707	10,225
May	15,261	18,827	9,774	10,607
June	12,015	13,511	8,752	9,293
July	12,524	14,982	8,439	9,596
August	13,559	13,884	9,054	9,722
September	12,830	11,637	8,337	9,373
October	11,309	12,580	8,324	9,596
November	9,942	11,319	6,952	7,881
December	9,256	9,536	6,051	6,801
Totals	146,741	155,001	97,441	105,796

### RECEIPTS AND SHIPMENTS OF LUMBER AT ST. LOUIS IN 1906-7.

Lumbermen's Exchange of St. Louis for the year 1907, as compiled by Secretary A. E. Rush; and

### LUMBER IN M FEET HANDLED IN 1907 BY MEMBERS ST. LOUIS LUMBERMEN'S EXCHANGE.

	January	February	March	April	May	June	July	August	September	October	November	December	
Yellow pine	42,566	60,502	51,397	42,065	23,665	27,049	27,049	327,615	11,674	17,060	38,937	324,915	
Plain oak	436,784	296,670	510,093	520,972	319,853	182,072	177,978	327,615	687,812	376,080	257,270	209,426	4,302,625
Quartered oak	31,542	84,762	82,910	48,385	44,870	130,005	17,945	36,585	55,036	44,097	53,858	42,925	730,920
Ash	17,783	25,865	22,082	30,745	20,655	19,808	30,100	21,984	20,656	191,639	53,034	12,120	486,320
Poplar	50,991	63,679	10,942	195,149	40,993	64,952	64,952	12,666	78,637	11,302	15,146	544,447	
Cypress	331,861	122,678	246,566	59,937	182,582	343,662	309,539	568,583	268,876	111,462	114,590	131,673	2,792,009
Gum	86,473	77,734	181,270	16,934	122,433	97,739	169,946	180,756	93,929	26,522	78,933	98,039	1,282,811
Cottonwood	19,824	4,208	10,798	16,690	21,782	11,489	23,769	32,769	9,420	14,442	12,468	.....	.....
Walnut	1,063	190	.....	.....	6,350	11,848	7,959	22,449	3,611	1,800	9,851	692	84,138
Cherry	2,131	.....	.....	.....	5,089	2,917	.....	.....	.....	.....	.....	.....	8,169
Pa. sycamore	3,074	419	25,264	.....	.....	838	.....	6,463	1,042	.....	.....	.....	15,714
Quartered sycamore	16,529	33,764	.....	.....	7,829	463	908	6,660	6,766	.....	.....	.....	3,404
Pecan	.....	.....	.....	.....	.....	.....	.....	.....	.....	16,257	155	.....	13,845
Hickory	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	101,169
Hard maple	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	385
Soft maple	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	63,042
Chestnut	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	44,782
Hackberry	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	5,262
Basswood	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	743
Elm	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	180,463
Sassafras	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	560
Spruce	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	18,365
Magnolia	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	227
Birch	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	262
Linn	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	29,271
Pine	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,402
Persimmon	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	208
Totals	1,115,160	771,957	1,140,621	1,152,204	783,523	859,747	873,670	1,271,807	1,198,909	898,942	675,982	557,635	11,305,257

the other being the receipts and shipments of lumber at the St. Louis market, as recorded by the Merchants' Exchange, covering the years 1906 and 1907. It is certainly a very creditable showing for this market.

### New Idea in Log Loading.

The J. W. Wells Lumber Company of Menominee, Mich., has just installed a new device for unloading logs from cars and placing them on the log slide, that will do away with the services of a number of men. The device, which will cost several thousand dollars to install, has been thoroughly tested, and is even more satisfactory than was anticipated. The machinery consists of two towers 50 feet high, built of piling. They are 550 feet apart, and are connected by heavy three-inch wire cable, upon which a carriage propelled by a cable attached to a steam drum situated at the tower next to the mill is run. Through this carriage is run a wire cable, one end of which is attached to the drum of the engine, the other end being supplied with a pair of patent skidding tongs or hooks as the case may require. This machine operates with great rapidity and will pick up logs anywhere within the mill pond and deposit them upon the haul-up chain faster than they can be hauled up into the mill. As above noted, the cost for installing the machine is considerable, but the work can be done much quicker

than by men with canthooks and pikepoles, and it also does away with the danger encountered in unloading logs from a car.

### Cincinnati's Lumber Affairs.

The lumber business transacted in Cincinnati during the year has been remarkable. Reports show that prior to October the business had increased in many instances fifty per cent, and a conservative estimate of the increase of the entire year can be placed at twenty-five per cent. The actual number of cars received in Cincinnati from various sources of supply cannot be determined at present, but it is thought to be about 80,000—considerably larger than previous years.

Concerning the local lumber business, J. W. Darling of the J. W. Darling Lumber Company, who is president of the Lumbermen's Club, said in a recent interview:

"It is quite apparent that the business of the lumbermen of Cincinnati for the year just closing compares favorably with that of 1906, or any previous year, notwithstanding the unsettled financial and business conditions existing during the latter part of the year.

"As to business prospects for next year it is too early, under the present conditions, to predict, but inasmuch as the curtailment of production has been much larger than the curtailment of the consumption of lumber, this fact should help business, and while there will be no doubt a marked improvement next year, when compared with the average business of the past two months, yet we can hardly expect it to equal that of the average business of 1907.

"During the past year there has been an increase of perhaps ten per cent in the number

manner in which they have performed their duties. He then proceeded to tell the members present what the association had done during the year. He stated that it had joined the Rivers and Harbors Congress; had endorsed the rivers and harbors bill; had been represented by a committee at Memphis in the Deep Waterways Convention November 4; had successfully endorsed and urged the passage of a bill before the general assembly empowering cities of 100,000 or more to build subways in such respective cities; had protested against the advance in freight rates on cypress, classing with yellow pine; had urged the franchise for the McKinley electric railway system; had protested against a franchise for the Terminal railway, and had joined in the formation of the Lumbermen's Club of St. Louis.

President Waldstein then called upon Lloyd G. Harris to act as toastmaster during the evening. Mr. Harris, on behalf of the board of directors, thanked President Waldstein for his very complimentary remarks about their interest in the Exchange, and said that although they did not always accomplish what they wanted to their intentions were right and they made every effort to gain their end. He then told some interesting war stories and gave some reminiscences about President Lincoln, telling how near he came to being with President Lincoln at Ford's Theater on the night he was assassinated. He told of the burial of J. Wilkes Booth, the assassin, and incidentally mentioned the fact that his commission as an officer of the United States Marine Corps was the last one of the kind President Lincoln signed. Mr. Harris' reminiscences were listened to with much interest.

of lumber firms in Cincinnati. The Cincinnati Lumbermen's Club has increased considerably in numbers and very largely in interest and activity.

"It is the most active organization of any of those in other cities affiliating with the National Hardwood Lumber Association, and it is through its efforts that much has been accomplished for the Cincinnati lumbermen.

"For instance, the reduction of the carload minimum from 34,000 pounds, which went into effect September 1, to 30,000 pounds, which is to go into effect February 1, was largely brought about by the Cincinnati Lumbermen's Club, the good effect of which will be felt by all lumbermen north of the Ohio river."

### Annual Lumbermen's Exchange of St. Louis.

The Lumbermen's Exchange of St. Louis held its regular annual dinner at the Mercantile Club, Friday evening, December 27, at 6:30. As is the custom, nominations for president, vice president and board of directors were made.

At the conclusion of the dinner F. Waldstein, president of the Exchange, called the meeting to order. He then thanked the directors for the time they have devoted to the Exchange and the

At this point W. A. Bonsack asked if he could offer a resolution to the effect that a committee of three be appointed by the president to nominate two tickets to be voted on at the election January 2. The resolution was carried and the president appointed Mr. Bonsack, J. L. Benas and F. C. Moore on the committee.

While the nominating committee was out the following gentlemen were called on for speeches: Thomas W. Powe, W. W. Dings, W. H. Allport, Henry Marting and several others.

When during Mr. Dings' remarks he said that the exchange was considering a plan to locate the headquarters of the Lumbermen's Exchange in the Wright building, in connection with the Retail Lumber Dealers' Association and the new Lumbermen's Club, there was much enthusiasm manifested.

The nominating committee recommended the names of the following gentlemen for the offices mentioned:

President, Lloyd G. Harris and A. J. Lang.  
Vice-president, W. W. Dings and H. Teckemeyer.

Directors, W. A. Bonsack, F. Waldstein, Kelly R. Chandler, W. R. Chivvis, J. P. Richardson, L. M. Borgess, R. F. Krebs, E. H. Warner, Thomas E. Powe and J. R. Massengale.

The defeated candidates for president and vice-president and the five gentlemen receiving the highest number of votes for director were



recommended to compose the board of directors and the others the arbitration committee.

Just previous to adjournment Mr. Harris, on behalf of Fred Hanna, president of the Hanna Lumber Company, presented the Lumbermen's Exchange with a large photograph of himself and also a large photograph showing the deceased lumbermen of St. Louis. It is a rare collection and will be hung on the walls of the Lumbermen's Exchange.

At the election, held January 2 at the office of the association, the result was as follows:

Capt. Lloyd G. Harris, president.

W. W. Dimes, vice-president.

A. J. Lang, H. Teckemeyer, F. Waldstein, E. H. Warner, R. F. Krebs, J. R. Massengale, board of directors.

Tom Powe, Kelly R. Chandler, L. M. Borgess, J. P. Richardson, board of arbitration.

A secretary will be elected when the reports are submitted January 10.

### Cincinnati Bankruptcy.

The Wiborg & Hanna Company, large dealers in hardwoods, were thrown into bankruptcy last week, on a petition filed by attorneys on complaint of the Swann-Day Lumber Company, the Southern Lumber Company and the Briggs & Cooper Company, Ltd. The first mentioned claim is that they have a note due them for \$4,322.67 for goods sold and delivered. The second holds an account for \$4,500 for lumber sold and delivered, while the last mentioned has a claim for \$292.20 against the bankrupt firm. The firm has issued a statement in which they allege that their assets are greater than their liabilities, and there is no cause of fear on the part of creditors as they have plenty to assure them full value. The tight money situation has forced the company into liquidation, and but for this they would be doing business in the same old way. They have, it is said, forwarded much money for the cutting of timber and other instances where it became necessary to forward money for lumber, and when some of their notes fell due, and they were unable to secure the cash to meet them, the creditors became alarmed and took these steps. Representatives of creditors are becoming interested in the firm's statement that its assets are large enough to pay dollar for dollar.

The Wiborg & Hanna Company say that they will be able to pay every dollar due, and it is only a question of time when everything will be cleared up. They say that should the receivers proceed to sell stock and other material as it stands now it would mean a great loss to the company, but should they wait for a while they will be able to sell stock on hand, and in doing this will meet every bill against them and also have a substantial amount left to conduct their business. "The mills of the company in the South," said a representative of the Wiborg & Hanna Company, "will meet every bill, and I will venture to say that the company's assets will reach near \$400,000, while their liabilities are not more than \$250,000."

The Wiborg & Hanna Company, previous to this, has been doing a good business, and had it not been for the money stringency it would never have been in hot water.

### Lumber Camps in the Tropics.

There is probably no place on earth where the admirer of outdoor life and sports can more fully indulge in the infatuating companionship of nature than at a well located timber camp down in the semi-tropics. Central America and southern Mexico contain some of the most beautiful stretches of scenery to be found anywhere in the world. There is a wild healthfulness in camping, especially in timber regions, that creates a ravenous appetite and develops a rugged, robust physique. It also acts as a tonic to the mental as well as the physical conditions of

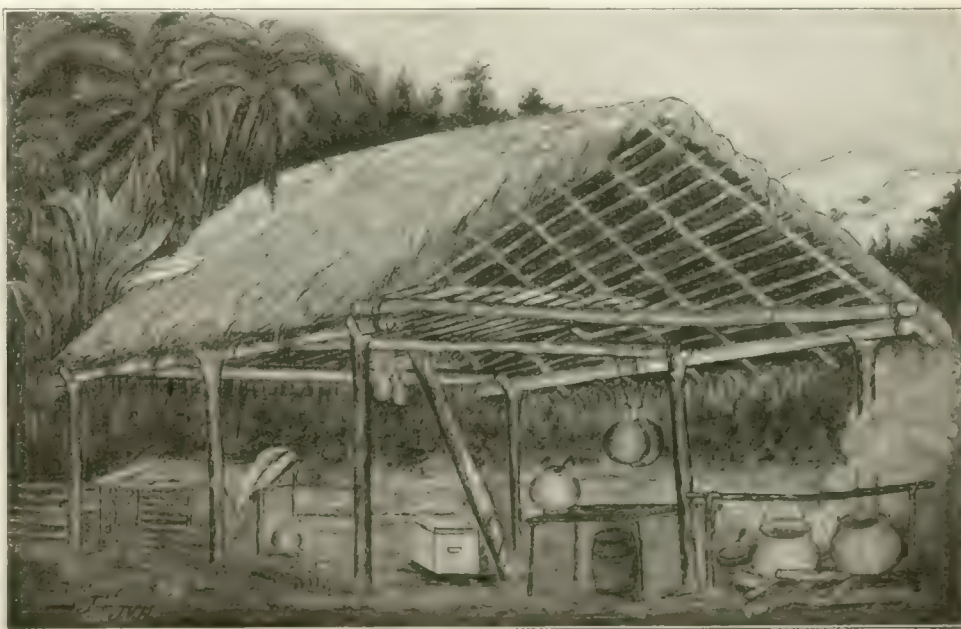
man, expanding the intellect and filling the mind with useful information, impossible to obtain even in the most advanced institutions of learning.

I wish to deviate a little from the formality of lumber lore and dwell upon some of the romantic scenery and beauties and pleasures of life at a mahogany camp in the tropics.

The place which I have in mind is in the southern part of Yucatan, where there is a large extent of probably the finest and most richly wooded territory in the world. This region as yet is practically undisturbed, so far as its forest is concerned, nothing having been taken from it but a very small portion of the most accessible mahogany. Of late years, however, there have been some extensive camps established here, and others are being contemplated. The eastern portion of this territory is tributary to the Hondo River, which empties into the Caribbean Sea, near the line of British Honduras and Yucatan, not far from the city of Corrosol. It is an ideal stream for rafting timbers and meanders through a section of lovely country with a wonderful diversity of scenery. The country adjacent to it on either side had for many years up to quite recently been in the hands of a warlike tribe of Indians, called the Mayas. There had for many years existed among them a state

several engagements, but Mexico has finally suppressed them, sufficiently at least to quell their warlike propensities and hold their leaders in subjection. People from the United States were excepted by these wild tribes, they never having held any particular ill will toward Americans, who are comparatively safe in that country.

This whole region is teeming with an unsurpassed forest wealth. It doubtless contains some of the finest mahogany forests in existence, and not far from Bacalar is said to stand the largest mahogany tree in Mexico. While on a trip into that portion of Yucatan the writer had occasion to stay for a time at the home of a prominent native whose place of residence was on a beautiful elevation some ten or fifteen feet above the level of the sea, at a place called Ceros camp. This little cluster of native built houses is located in a sheltered nook on one of the small open bays or bights common to the coast of that country, and my stay at that place, though brief, will always be a recollection of pleasure and interest. The landscape in any direction you might look was a scene of superlative beauty. Sea fowls, with white and graceful wings, flew in flocks low and slowly over the shimmering blue waters. There were myriads of wild geese and ducks that seemed almost tame, and their cry and croak was heard everywhere. They



MEXICAN MAHOGANY CUTTERS' OPEN CAMP.

of bitter hatred toward most all white men or traders entering their domain, and the depredations of these fierce savages, usually led on by some desperate renegade white man who had taken up his abode among them, was for a long series of years a menace to any enterprise that was attempted in that country. It is for this reason that the great natural wealth of this region is practically undisturbed.

The principal stronghold of this savage race was the old city Bacalar, most of which is now in ruins. The better class of the houses were built of stone, but some were of adobe or sun-dried brick; there were also many mud huts. Some of the buildings show the old Mexican and Aztec style of architecture. It is beautifully located on a small plateau surrounded on all sides by high mountains, and is almost inaccessible. It is a quaint and lonesome place and is seldom visited by travelers. Bacalar was built many years ago and inhabited by the Yucotas or natives of Yucatan, but it was besieged and taken by these Indians and all the inhabitants fled or were slain and the city has ever since remained in their possession. They defied the Mexican government and defeated its soldiers in

would rise and fly again and again upon the near approach of our boat, they dived and swam and rested on the gentle waves that rolled out over the sea grass flats and flecked the shore with froth and foam. Flamingoes, pelicans and cranes waded in the shallow water here and there, seemingly too little concerned about our approach to be alarmed, and there was the finest fishing all up and down the beach. Turning from this animating scene to the landward view of this panoramic display was the distant stretch of shore line, fringed with the cocoanut and palm trees. Beyond these were plots of parklike sward or lawn, interspersed with clumps of magnificent trees and frequent groups of mammoth fernlike vegetation, with giant feathery sprays that hang in circles like emerald archways over the wide trail leading out into the bush and up into the heavily wooded forests of cedar and mahogany. Still far beyond these in the smoky haze of distance was the irregular border line of the mighty mountains, pencilled upon the vast scope of tropical sky by the hand of nature.

This wide sylvan region is the home of many wild beasts. Animals of many species inhabit these almost impenetrable jungles and few are



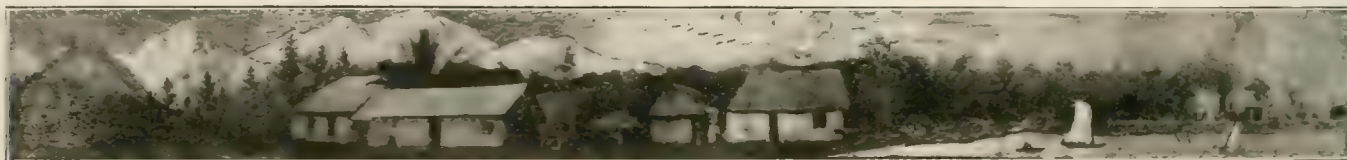
country. At Corosol I noticed two of these Carib house builders making preparations to build a two-room shack with hallway between. They each had a machete, which was the only tool to be used on the job. They had all the material on the ground ready for the completion of the house, and I am positive there is not a carpenter in the United States that would have known what the stuff was or what they were doing. They had several piles of smooth, straight poles of various sizes and lengths from one to six inches in diameter and from eight to thirty feet long. These were to answer the purpose of joist, studding, rafters and other dimensions usually sawed. There was a great pile of sheaves or bundles of the long ribbonlike blades or sprays from the leaf of a certain kind of palm tree to be used in the roof instead of shingles. A great pile of clay or limy substance as white as chalk which consisted of decomposed coral and shells from the bottom of the lagoon was to take the place of plaster or cement. At another place was a lot of material tied up in bundles, which consisted of a certain kind of very strong vine, which is so pliable that it can be tied like a string. It ranges in size from cord or string to a half inch rope. This was used instead of nails, screws or bolts. There was not a particle of manufactured material of any kind used in the building and the only expense was the labor of collecting the material and putting up the house. I was told that it would cost the owner \$50 in United States money when completed ready to move into. A pole or post about six or eight inches in diameter with notches cut

The style of the camps in this country are always patterned after the habitations of the natives. Tents or houses built of lumber are never seen in the bush or the interior of the country. The mahogany cutter who desires to establish a camp invariably hires a native to build the necessary quarters, which he erects in his own way and according to the climate and customs of the

country. At Corosol I noticed two of these Carib house builders making preparations to build a two-room shack with hallway between. They each had a machete, which was the only tool to be used on the job. They had all the material on the ground ready for the completion of the house, and I am positive there is not a carpenter in the United States that would have known what the stuff was or what they were doing. They had several piles of smooth, straight poles of various sizes and lengths from one to six inches in diameter and from eight to thirty feet long. These were to answer the purpose of joist, studding, rafters and other dimensions usually sawed. There was a great pile of sheaves or bundles of the long ribbonlike blades or sprays from the leaf of a certain kind of palm tree to be used in the roof instead of shingles. A great pile of clay or limy substance as white as chalk which consisted of decomposed coral and shells from the bottom of the lagoon was to take the place of plaster or cement. At another place was a lot of material tied up in bundles, which consisted of a certain kind of very strong vine, which is so pliable that it can be tied like a string. It ranges in size from cord or string to a half inch rope. This was used instead of nails, screws or bolts. There was not a particle of manufactured material of any kind used in the building and the only expense was the labor of collecting the material and putting up the house. I was told that it would cost the owner \$50 in United States money when completed ready to move into. A pole or post about six or eight inches in diameter with notches cut

into it for steps is used as a substitute for stairs, when the loft is used for sleeping quarters. There are two styles of native built houses in the bush, one being entirely open on the sides, having no walls at all. These are mere sheds rather than houses, consisting only of the roof supported by forked posts set in the ground. In the other style the sides are enclosed with thin walls made of small saplings interlapped or woven together in basket form and the interspaces filled or completely plastered over with clay or mortar and provided with rude doors and windows. I have many times lodged and rested in these houses and found them quite comfortable. A rough floor is laid on the joist overhead, usually of small poles placed close together side by side, but sometimes whipsawed lumber is used; this, however, is considered an extravagant luxury. In British Honduras there is no tax levied against the property of natives living out in the interior unless they become so aristocratic as to afford to have floors of sawed lumber in their shacks. This is the mark of distinction from which the line is drawn between those that must pay taxes on their real estate and those that are exempt. The open shacks are really the most comfortable habitations for a company of hardy wood cutters, as there are no obstructions to the breeze which blows gently and almost continuously during part of the season on account of the trade winds that sweep over that part of the country. These winds regulate the atmosphere so that the temperature ranges from about 75 to 85 degrees the year round, rendering the climate most delightful as well as healthful.

J. V. HAMILTON.



CEROS CAMP AND ITS PICTURESQUE SURROUNDINGS. YUCATAN, MEXICO.

### Two Large Transactions.

Ernest B. Lombard, the prominent wholesale hardwood man of Chicago, closed two deals the end of last month which are indicative of the fact that trade conditions are improving.

The first was the closing of a contract covering the entire output of the hardwood mills of the Sullivan-Sanford Lumber Company at Naples, Tex. These mills are finely equipped, and have an output of about 125,000 feet of hardwoods daily. There is oak, ash, hickory and gum in the vicinity of the mills owned by the company which will supply it for upwards of a dozen years. Aside from securing future output, Mr. Lombard took over all the stock now on sticks, about a million and a half feet.

The other transaction was in cottonwood, of which Mr. Lombard purchased 5,000,000 feet from Indian Territory mills. The lumber consists of firsts and seconds and No. 1 common, and was disposed of at once, most of it going to one manufacturing firm of Chicago.

### Lumber Exporters' Meeting.

The National Lumber Exporters' Association will hold its annual meeting at New Orleans January 22 and 23, and it is expected that much important business will come up. Matters of especial interest to Gulf shippers will receive particular attention. It is expected that about a hundred delegates and visitors will attend the meeting. The headquarters of the association will be the St. Charles Hotel.

### Kelley Lumber & Shingle Company's Affairs.

By an order of the Circuit Court the Kelley Lumber and Shingle Company of Traverse City, Mich., and allied concerns will be permitted to operate under the receivership of Garry Sullivan of Cedar and J. O. Crotser. The company was

placed in a precarious condition early in November, owing to the financial stringency, and accordingly action for the protection of its creditors was necessary. All the concerns involved in the temporary embarrassment which resulted show, in a recent accounting, liabilities considerably below their resources, so it is thought that it will be only a question of a short time before their affairs will be readjusted satisfactorily and placed on a sound footing. Walter N. Kelley, the head of the several companies involved, is a capable business man, and one who has the confidence of his friends in the trade.

### The Outlook at Evansville.

Manufacturers in the Evansville hardwood district are finding no fault with the business of the past year. They feel that it has been a banner season, and that in spite of the so-called panic in the money market the outlook for the year 1908 is not in the least discouraging. Up to a few weeks ago the mills were shipping out large quantities of lumber, and it was difficult to get cars to carry the stock. Even when the stringency was felt, the mills were not forced to close down, and are now running steadily with a full force of men. One of the mills ran on half time for a couple weeks, but is now proceeding as usual.

Many lumbermen express the opinion that the year 1907 was the best in the history of local mills. Not only was it good from point of shipments, but manufacturers received from five to ten per cent more for their lumber. There seems to be no disposition on the part of manufacturers to lower the price of lumber to any extent, and it is predicted that this attitude will be maintained.

### Miscellaneous Notes.

Price & Higby of Chicago propose the erection of a woodenware factory at Petoskey, Mich., in return for a bonus of \$30,000. The company agrees to pay 100 men \$60,000 a year for ten years.

The Archer Lumber Company has been incorporated at Helena, Ark., with \$100,000 capital stock, by W. A. Archer, J. I. Moore and J. A. Scott.

The Hosp Eucalyptus Forest Company has been incorporated to operate in Los Angeles; it is capitalized at \$50,000 and the directors are E. W. McGee, F. P. Hosp, N. B. Martin and M. T. Whitaker, all of Los Angeles.

E. L. Warren, who for a number of years was prominently connected with the R. E. Wood Lumber Company of Baltimore, one of the largest concerns of its kind in the South, has severed his connection with that company to enter the wholesale lumber business on his own account. He will maintain his office at Bristol, Tenn.-Va.

J. A. Davis and Samuel Hodges have recently organized a hardwood lumber and handle company at Harrisburg, Ark.

The Walloon Lake Lumber Company of Boyne City, Mich., has closed a very successful season and before next winter will move to the upper peninsula where it has 10,000 acres of forest as a source of supply for further operations. During the past season the company has cut 6,500,000 feet of lumber.

The main plant of the Parkersburg Mill Company at Parkersburg, W. Va., was destroyed by fire at an early hour Dec. 27 and the loss is estimated to be between \$75,000 and \$100,000. A pile of scrap wood was ignited by sparks from an engine and it is thought sparks from it flew to the distant plant and caused the



The company is now in the process of building a new sawmill at Bonita, Miss., with a daily capacity of 40,000 feet. J. A. Spaulding is manager.

The Baton Rouge Lumber Company is a new corporation at Baton Rouge, La., capitalized at \$1,000,000. It will maintain an office at Parma, Mo.

The South Fork Land and Timber Company of Romney, W. Va., has been incorporated, with an authorized capital of \$400,000, to develop a virgin tract of timber in the South Branch Valley, in West Virginia.

The Rubber Grip Tool Handle Company, Inc., of Paducah, Ky., of which L. A. Lagomarsino is president and treasurer and A. M. Foreman secretary and manager, is building a new factory and expects to have machinery installed and be in operation within the next thirty days.

The Eldon Handle Company, manufacturers of axe, railroad and mining tool handles, etc., at Meta, Mo., is moving its machinery to Dardanelle, Ark.

The Beach Lumber Company has filed articles of incorporation at St. Louis, with a capital stock of \$100,000. It will maintain an office at Parma, Mo.

E. B. Norman & Co. of Louisville, Ky., have incorporated with a capital stock of \$55,000. It will engage in the lumber business.

W. C. Sterling & Son of Monroe, Mich., will enlarge their large cedar yards there in the spring to take care of an immense quantity of poles, ties and posts.

The Buck Handle & Hoisting Company is erecting a large building at Recrod, Ark., and install machinery to manufacture ash handles and slack barrel heading.

The Buck Handle Factory at Bluffton, Ind., has resumed operations after a Christmas shutdown. There is plenty of timber in the yards and the factory expects a continuous run during the winter.

A campaign of forestry development in Illinois will be inaugurated by the State Horticultural Society. An experimental tract of timber will be secured and results carefully watched.

Foster & Ayre of Grand Rapids are building a sawmill at the new town of Tuna, Oregon.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The editor is in receipt of a very kindly New Year greeting from Mr. and Mrs. S. Spittle of Evesham Villa, Kennard Road, New Southgate, N., London, England. Mr. Spittle will be remembered as an interesting visitor from the other side of "the pond" last autumn, when he made a tour of the principal lumber markets of the country.

James Kennedy & Co., Ltd., formerly of 5 Whittington, avenue, London, E. C., announce that on Dec. 28 they removed their offices from above number and are now located at Union Wharf, 22 and 24 Hertford Road, Downham Road, Kingsland Road, N. E., where all communications should now be addressed.

Ben C. Keator, who has been in the employ of Jas. D. Lacey & Co., the big timber people, is no longer with them.

Jas. D. Lacey, accompanied by his associates, Wood Beale and Victor Thrane, has made the usual begira to New Orleans for winter headquarters. The company has had a very prosperous year in timber transactions and anticipates fully as active a one in 1908. Mr. Lacey has fully recovered from his recent surgical operation.

J. A. Porter of J. A. Porter & Co., a large lumber wholesaler of Middletown, Ohio, favored the RECORD with a call on Jan. 6. Mr. Porter spent several days calling upon the Chicago trade.

The many Chicago friends of F. S. Underhill of Philadelphia will regret to learn of the recent death of his mother, which occurred after only two short weeks of illness. Mrs. Underhill was vigorous and in full possession of her

faculties when stricken by the malignant and incurable disease which caused her death.

James C. West, sales manager of the well-known manufacturers and wholesalers of West Virginia hardwoods, R. M. Smith & Co. of Parkersburg, was a pleasant caller at the RECORD office December 31.

Fred A. Wilson, who has been Pittsburg representative of the W. M. Ritter Lumber Company of Columbus, Ohio, for the past seven years, became the company's assistant sales manager on January 1. Mr. Wilson is to be congratulated upon this change, which is in the nature of a decided promotion.

E. A. Sterzik, president of the Montgomery Hardwood Lumber Company of Crawfordsville, Ind., called December 27.

Harry P. Coe of the Coe Manufacturing Company of Painesville, Ohio, was about among the Chicago trade last week.

Eugene Sprague and Harry Sheldon, representing the Edward Hines Lumber Company of Chicago in the Ohio field, were callers at the RECORD office December 27.

Frank P. Rumbarger of Philadelphia, announces that owing to complications in the affairs of the Rumbarger Lumber Company, which will cause some time to elapse before they can be straightened up, he has decided to enter the lumber business on his own account. Mr. Rumbarger's ability in his chosen line is well known, and his many friends will join the HARDWOOD RECORD in wishing him every success.

E. H. Eldridge of Indianapolis favored the HARDWOOD RECORD with a little visit on Decem-

ber 27. He is building a new factory and expects to have machinery installed and be in operation within the next thirty days.

implements, as well as other industries concerned in the use of hickory will follow with interest a series of tests of this valuable wood about to begin at the Forest Service timber-testing laboratory at Purdue University, Lafayette, Ind.

Northern hickory has always been preferred. Prejudices once established are not readily removed and because of this fact the Forest Service is preparing to prove conclusively the relative merits not only of hickory of the same species obtained in different sections of the country, but also different species of hickory grown in the same section.

A shipment of southern hickory has just been received at the laboratory. This material was collected by a representative of the Forest Service and accurate data regarding species, growth and locality were taken for each tree from which the material was obtained. The strength, stiffness and other data obtained by these tests will make possible a direct comparison of the merits of the wood as regards its species and locality of growth.

Henry Schneider of the Dudley Lumber Company, Grand Rapids, Mich., was in Chicago on business the early part of the week.

Ira B. Bennett of the Hume-Bennett Lumber Company, with operations in Sanger, Cal., was a caller at the RECORD office January 6. Mr. Bennett was en route to Muskegon, Mich., to attend the annual meeting of his company. He will come back to Chicago for a few days before returning to the west.

The HARDWOOD RECORD is being lavishly remembered with handsome souvenirs this season. Since the last issue the following remembrances have been received: From the O. M. Bruner Company of Philadelphia, a unique blotter, mounted in an aluminum frame; from John W. Coles of Philadelphia, a foot rule; from the Billmeyer Lumber Company of Cumberland, Md., a fine box of cigars; from the E. H. Eldridge Lumber Company of Indianapolis and the Gayoso Lumber Company of Memphis, handsome pocket notebooks; a varied array of calendars comes from the J. W. Darling Lumber Company, Cincinnati; Righter-Parry Lumber Company, Philadelphia; North Shore Lumber Company, Thompson, Mich.; John M. Woods & Co., East Cambridge, Mass.; S. M. Bradley, Morehead, Ky.; John Dulweber & Co., Cincinnati; R. E. Wood Lumber Company, Baltimore; Great Lakes Veneer Company, Munising, Mich.; L. W. Radina & Co., Cincinnati; Taylor-Brown Timber Company, Huntington, W. Va.; the Franklin Company, Chicago; the Regan Printing House, Chicago; Kneeland-Bigelow Company, Bay City, Mich.; Anderson-Tully Company, Memphis; Robert Black & Co., Bay City, Mich.; True & True, Chicago; Bruckman Lumber Company, Allegheny, Pa.

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The steamer *Chelston* arrived last week at the wharf of the George D. Emery Company, Chelsea, Mass., with a cargo of mahogany logs from Nicaragua and British Honduras, comprising 3,223 pieces. The largest measures about 24 feet in length and 42 inches in diameter.

It is reported that the carpenters' union of Greater Boston is planning to establish a general woodworking plant where building finish will be produced.

A large wharf is being built here by Lawrence & Wiggin, handlers of Tobacco mahogany. This wharf is being built on the Mystic river, beside the wharf of the Boston & Maine railroad. Mr. Lawrence said that the wharf is to be used as a general storage warehouse and will not be used by any particular line of steamers.

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pany, Boston, has been in New York recently.

H. F. Hunter of the Palmer Hunter Lumber Company returned recently from a trip to Philadelphia.

Arthur R. Logan, for several years salesman for the Wiley, Barker & Camp Company, at the Boston office and previously with the Blanchard Lumber Company, took up his duties Jan. 1 as manager of the New England business of the John L. Roper Lumber Company, Norfolk, Va. This company has had a Boston office for over a year.

P. L. Oakes of Newport News, Me., is on a trip to Cuba. On his return he will visit several of the eastern cities. The object of his trip is to secure lumber in Cuba from which to make cigar boxes.

M. E. Converse & Son, toy manufacturers, Winchendon, Mass., are increasing the size of their sawmill.

On Jan. 1 H. C. Thompson of Brattleboro, Vt., became the owner of the E. N. Pierce Lumber & Coal Company, Plainville, R. I. E. L. Seymour, manager of this business for several years, will retire.

### New York.

The large wholesale contingent situated in the Metropolitan Life building, 1 Madison avenue; the Flatiron building, at Twenty-third street, and in surrounding buildings have organized a "Noonday Lunch Club," something for which there has been a large demand in the trade for a long time. The originators of the movement have arranged with the Fifth Avenue hotel to reserve their large breakfast room between the hours of 12 and 3 every day for luncheon service, and the new plan begins on January 6. A very gratifying feature of the arrangement and one which is of special interest to all lumbermen visiting New York is the fact that the enjoyment of these facilities is in no way limited to a membership, but every lumberman in town or out who is in the vicinity of Broadway and Fifth avenue at noontime every day or any day is cordially invited to lunch in the Lumbermen's Club. There is no tax attached to this special service and luncheon is served a la carte, as usual.

Frank R. Whiting of the Whiting Manufacturing Company, Abingdon, Va., and Judson, N. C., was in town during the fortnight in the interest of business. This company has recently sold the cut of its Abingdon plant to the Stevens-Eaton company of New York, and of the Judson plant to the Lewis Thompson company of Philadelphia. Both F. R. and W. S. Whiting will devote their attention the coming year primarily to the manufacturing end.

Chas. E. Page & Co., wholesalers, 1170 Broadway, report an improvement in business during the past month. The firm has still further improved its mill arrangements and looks for a very fair season next year.

Among the visitors last week were F. E. Duffield, Tennessee Lumber Manufacturing Company, Pottsville, Pa.; Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y.; J. M. Hastings, J. M. Hastings Lumber Company, Philadelphia, Pa.; R. H. Downman, New Orleans, La.; R. H. Jenks, R. H. Jenks Lumber Company, Cleveland, O.; H. D. Billmeyer, Billmeyer Lumber Company, Cumberland, Md. Mr. Billmeyer's company remembered a large number of their friends and customers with very choice boxes of cigars during the holiday season.

The A. H. Andrews company, prominent dry kiln manufacturers of Chicago, has arranged, in line with increasing eastern business, for a permanent representative here in the person of A. A. Angell, formerly in charge of their construction department at Chicago.

The Stevens-Eaton company, wholesalers at 1 Madison avenue, are remembering their friends in the trade at this season with a very handy pocket memorandum book. George A. Swayze, a wholesaler of 18 Broadway, is also

issuing his usual handsome Russia leather memorandum book.

The Lumber Underwriters, the well-known insurance organization, is sending out to policy holders in the trade a handsome Christmas box of lead pencils.

I. J. Miley has taken up his headquarters at the Bartholdi hotel, Manhattan, as representative of the Baltimore Sash & Door Company, large manufacturers and wholesalers with extensive warehouse at Baltimore, and will operate from these quarters, covering the trade in nearby territory in the interest of his company.

The Bay Side Lumber Company, with plant and yard at Bay Side, L. I., recently suffered a fire loss of \$2,500, covered by insurance.

W. H. Russe of Russe & Burgess, the prominent Memphis hardwood house, who has been sojourning abroad for some time in the interest of business and pleasure, has been located by some of his local friends in sunny Italy, where he spent the holidays in the famous city of Rome. Mr. Russe is expected home shortly.

As per the invitation recently sent out by the National Hardwood Lumber Association to the New York Lumber Trade Association and all the eastern associations which recently conferred in this city in the matter of hardwood inspection rules, there will be a joint conference between prominent delegates from all these bodies at the Hotel Astor, Manhattan, on January 29, to give consideration to the inspection rules for hardwood lumber and to discuss any differences of opinion which may exist between the various organizations on this matter. The National association representatives will include O. O. Agler of Chicago, Earl Palmer of Paducah, Ky.; F. F. Fish and Theodore Fathauer of Chicago, Gardiner I. Jones of Boston, F. A. Diggins of Cadillac and several others.

The commercial interests of the state of New Jersey, under the leadership of the New Jersey Lumbermen's Protective Association, headquarters at Newark, have after several months of preliminary negotiations completed the organization of a receivers' and shippers' bureau for the purpose of coping with transportation problems and discriminations from which the commercial interests of that state, and lumbermen in particular, have been suffering for a number of years. James M. Reilly, the popular secretary of the New Jersey Lumbermen's Protective Association, has been elected secretary of the bureau, with headquarters at 743 Broad street, Newark.

The annual banquet of the Building Material Men's Association of Westchester county, New York, will hold its annual banquet at the Hotel Astor, January 10. A large attendance is anticipated at the dinner, which is to be followed by a general vaudeville entertainment.

William H. Crossman of W. H. Crossman & Brother, large lumber and general commodity export house of 67 Broad street, Manhattan, died at his residence in Larchmont, N. Y., December 25.

F. L. Curtis of the Hoban & Curtis Lumber Company, 1 Madison avenue, was married at Plainfield, N. J., on January 4 to Miss Marjorie Fleming of that city. After a honeymoon trip Mr. and Mrs. Curtis will reside at One Hundred and Sixteenth street and Riverside drive. In connection with the business of the Hoban & Curtis Lumber Company it is of interest to note that they are just in receipt of the first schooner load of cypress which came out through the new Atchafalaya ship canal. It was the schooner T. G. Smith, loaded at Morgan City, La., with half a million feet, and came through the channel drawing sixteen feet of water.

The Merchants' Box & Lumber Company of Jersey City lately went into the hands of C. L. Meckley of Philadelphia as receiver.

E. V. Babcock & Co., the prominent Pittsburg wholesale house, has opened a New

York sales office at 43 Wall street, under the management of H. J. Gott. The establishment of this local branch by this prominent house is a welcome addition to the wholesale trade of the metropolitan district.

Schedules in bankruptcy of the Eccleston Lumber Company, wholesalers, 44 Broadway, whose embarrassment was recently noted, show liabilities of \$81,802 and nominal assets of \$50,934.

The Blue Ridge Lumber Company has been incorporated at Jersey City, N. J., with a capital of \$100,000 by W. H. Lyter of Liverpool, Pa.; C. H. Nively of Millerburg, Pa., and J. L. Landon of Baltimore, Md.

There will be an important meeting of the trustees of the National Wholesale Lumber Dealers' Association at the headquarters on January 9, at which time a full attendance is expected. The chairmen of the different committees will submit reports covering their work since the last annual meeting and the work of the organization will be considered. The place for holding the annual meeting will also be decided upon.

Application has been made for the dissolution of the corporation of the McCalden Bros. Company, retailers and conductors of harbor transportation, by James McCalden, a stockholder. The liabilities are \$70,458 and assets of \$117,500. The court has issued an order to all interested to show cause why the corporation should not be dissolved.

### Philadelphia.

The Lumbermen's Exchange held its regular monthly meeting January 2, President William L. Rice in the chair. There was a full attendance and considerable interest was manifested in the meeting to be held in New York January 29 concerning the National Hardwood Lumber Association's 1907 inspection rules. A previously appointed committee, composed of Wilson H. Lear, chairman; C. E. Lloyd, Jr.; Benjamin C. Currie, Jr.; Joseph P. Dunwoody and Hugh McIlvain, who were to consider the matter thoroughly, made its report to the exchange, and the following resolution was adopted: That the report of the committee be received and its recommendations be concurred in and followed out, and the committee be continued and authorized to represent this exchange at the proposed meeting in New York, when the matter of inspection of hardwoods is to be discussed.

The following firms were elected members of the exchange: Crosby & Beckley Company, New Haven, Conn.; E. V. Babcock & Co. and Halfpenny & Hamilton. Among the recent visitors to the exchange were E. H. Parsons of Parsons Lumber Company, Watha, N. C.; J. T. Goron, vice-president J. L. Phillips & Co., Thomasville, Ga.; E. V. Babcock of E. V. Babcock & Co., Pittsburg, and I. J. Miley of the Baltimore Sash and Door Company, Baltimore, Md.

Herbert F. Robinson, the indefatigable worker and chairman of the committee on entertainment of the exchange, arranged one of the most enjoyable social functions for December 31 ever held at the exchange. It was well attended and voted a complete success. Short speeches and spicy talks were contributed by many, and Lawrence Sharkey, the well known monologist and storyteller, kept the boys in roars of laughter with his inimitable witticisms. Ned Coane was, as usual, indispensable, and the reception of his famous song, "Jersey Sam," almost rent the walls. Eli B. Hollowell, the popular lumberman and city councilman, was heralded by this merry crowd as our next mayor, but Mr. Hollowell, in his usual modest and unassuming manner, reluctantly stated that the crown had been offered to him thrice and he had refused it. George A. Howes was master of ceremonies and a better could not have been chosen. He read the following New Year's resolutions by prominent lumbermen:

Resolved, That I will use every effort to over-



come my natural modesty and try to have some thing to say at each meeting of the exchange.—Paul Grentner.

Resolved, That I heartily endorse the above resolution, and trust that we may hear from our beloved friend and fellow lumberman regularly.

Harry Riley

Resolved, That we are all thankful that there is a prospect of the railroads furnishing a full supply of car stakes and hope freight rates will be so adjusted that all may secure a good grab stake.—All of Us.

Resolved, That during the coming year I will spend more time in promoting the musical features of the exchange.—Frank Smith.

Resolved, That immediately after January 1, 1908, I will welcome all salesmen representing members of the exchange with open arms and give them large and profitable orders, and take their inspection without question.—W. H. Lear.

Resolved, That I will turn down all orders during the coming year that show more than fifty cents per thousand profit, as I feel that I have robbed the trade sufficiently in the past.—B. C. Currie, Jr.

Resolved, That I will only attend Hermann's gymnasium on ladies' day and increase my efforts to land a wife.—Owen M. Bruner.

Among those who made appropriate and happy remarks on the outgoing of the old and incoming of the new year were R. G. Kay, Ned Hanson, Ned Malone, Gus Cadwallader and Emil Guenther.

The friends of Frederick S. Underhill of Wistar, Underhill & Co., who suffered a sad bereavement in the loss of a cherished mother, who died the day before Christmas, would extend to him their deepest sympathy; also they are heartily glad to welcome him back to business circles, after his confinement at home with a protracted illness.

Owen M. Bruner Company are far from worrying over trade conditions; they are doing some business right along and have their men out continually on the hustle. This concern, always original in its New Year souvenirs, has surpassed itself this time in the selection of a unique and serviceable desk blotter, made of a stone preparation and mounted on a handsome aluminum back. This blotter is practically indestructible.

The friends of R. W. Schofield of Schofield Brothers will be glad to learn that he is able to be out again; he thinks he is gradually getting rid of the blood poison, which always develops whenever he goes near the forest.

J. Gibson McIlvain & Co. have increased the personnel of their firm by the admission of Walter Biddle McIlvain. The business will be carried on under the old firm style. They report things brightening up and feel confident that business will soon show improvement.

The Boice Lumber Company, Inc., are complacent over conditions. C. E. Lloyd, Jr., vice-president, reports selling some goods every day and expects brisk business shortly. Mr. Lloyd has just returned from Norfolk, Va., where he has been looking over the stock situation.

R. M. Smith & Co. are meeting conditions as they arise. Benjamin C. Currie, Jr., of this concern is satisfied that business will be fairly good this year, though conducted upon a more conservative basis than during the last few years.

Righter-Parry Lumber Company admit that business has been quiet for several weeks, but they feel satisfied over their last year's showing, and from present indications believe 1908 will show up well.

Charles F. Felin & Co. report that they are not only fairly busy in their plant but are shipping goods right along. They look forward to steady trading as soon as the spring season opens.

W. H. Taylor of the Colleton Cypress Company, Colleton, S. C., manufacturers of cypress, North Carolina pine and hardwoods, has opened an office at 1402 Land Title building. Mr.

Taylor has just returned from an eastern trip and reports that though things are quiet at present the outlook is encouraging.

Henry H. Sheip Manufacturing Company was again visited by fire, the third time during 1907. Fortunately, it was checked in time and the loss, therefore, was light.

The many friends of John B. Kaufman, city salesman for W. H. Lear, who has been suffering recently with the grippe, will be sorry to learn that he is now laid up with typhoid fever. It is not generally known that Mr. Kaufman was the intrepid courier who carried messages during the Civil War for the famous generals, Robert E. Lee and Stonewall Jackson.

Frank T. Rumbarger has started in business for himself and will temporarily occupy the office on the southeast corner of the eighth floor in the Harrison building, where he will handle hardwoods, cypress and other woods and where he will be glad to welcome his friends.

John J. Rumbarger has removed his office to 619 Harrison building.

Fire recently destroyed the plant of the Parkersburg Mill Company, Parkersburg, W. Va., manufacturers of interior woodwork, entailing a loss of about \$100,000.

Brunswick-Balke-Collender Company, Cincinnati, Ohio, manufacturers and dealers in pool and billiard tables, bowling alleys, etc., obtained a charter under Pennsylvania laws on January 1, 1908; capitalization, \$1,500,000.

Thayer Lumber Company, Ridgway, Pa., was incorporated under Delaware laws on December 23, with capital \$50,000.

Le Baron Reifsnider, lumber agent of the Pennsylvania Railroad Company for lines east of Pittsburg, came home from a business trip December 28, became ill early the next morning and died. He was fifty-nine years old. He entered the service of the Pennsylvania railroad more than thirty years ago, gradually working his way to his present position, which he held for eight years.

William A. Levering, at one time a wealthy lumberman, died at his home in this city a few days ago. He was seventy years old.

### Baltimore.

Much encouragement has come to the exporters in their fight for lower transatlantic freight rates. As stated in the *HARDWOOD RECORD* at the time, various lines had served notice on the exporters of an advance to go into effect at the beginning of the new year and ranging from 2 to 5 cents per 100 pounds, the lowest rate being from Baltimore and the highest from Norfolk. The exporters promptly took up the matter, filing a protest and asking that the rates for 1907 be retained. This demand elicited a refusal, the steamship men asserting that the increase in the cost of operating steamers made the raise unavoidable. The exporters on their part submitted statistics to show that there was no need for the increase on such grounds and that the new rates would work great injury to the Atlantic ports as against the Gulf, no advance having been made for New Orleans or Mobile. A threat to insist upon the old rates and, in the event of refusal, to make contracts with companies willing to offer concessions, even though it became necessary to divert shipments from the Atlantic ports, had the effect of bringing the railroads which would be affected by such a diversion of freight into the controversy, and they asked for and obtained permission to submit the demands of the exporters to the steamship people, perhaps offering some allowance of their own and thus enabling the representatives of the steamship companies to offer a reduction without a complete backdown. The demands of the exporters provided for an advance of about 1 cent per 100 pounds over the rates of 1907, and the submission of the offer has been followed by several conferences with the railroad men since then. The Southern, Norfolk & Western, Chesapeake & Ohio and other lines in particular have been drawn into the discussion, and there

is every prospect of a favorable outcome. Last week a conference was held at Washington in the office of L. Green of the Southern railroad, and it now looks as if the matter will be adjusted to the satisfaction of the exporters, who, however, are aided by a drop in the freight offerings, so that the steamship companies are cutting rates as it is.

Governor E. E. Jackson of Maryland, who died recently in Baltimore, was long identified with the yellow pine interests. Governor Jackson was the son of a poor father and when a youth worked on a farm in Maryland, but soon took to storekeeping and eventually became interested in the lumber trade, to which he devoted the balance of his life. He amassed a fortune estimated at \$3,000,000, all made in the lumber business. The greater part of the estate was distributed before his death between the three sons and the two daughters and the widow. Only \$50,000 remained to be apportioned by will.

### Pittsburg.

Pittsburg lumbermen are taking a great interest in the car stake hearing, which is set for this month. They have been especially active in forcing the attention of legislators to this subject the past two years, among the chief pushers in the fight being Fred R. Babcock of the Babcock lumber interests and J. L. Kendall of the Kendall Lumber Company.

The Flint, Erving & Stoner Lumber Company has made some extensive repairs to its plant at Dunlevie, W. Va., during the past two weeks. The company has lately organized a subsidiary corporation to assist it in handling its big southern operations.

The W. E. McMillan Lumber Company has got set fully into its harness and is prepared to do a large share of hard pulling in the way of getting good business this year. To get things headed right at the start "Mac" has started a branch office in Williamsport, Pa., with an experienced man in charge, and contemplates establishing another office in Cincinnati.

Bemis & Vosburgh have added to their selling force C. F. Keener, who for years represented the Robert H. Jenks Lumber Company of Cleveland in this city. He is an experienced hardwood salesman and will handle the trade in eastern Ohio and the Pittsburg district. This concern is having an excellent call for spruce boxing lumber and finds the supply very short.

The Vigilant Lumber Company is selling its share of hemlock, but, like other concerns in this field, complains of the cuts which have to be made to get the trade. It is lining up some excellent business for spring and is prepared to deliver building lumber on very short notice.

President W. M. Pownall of the Colonial Lumber Company finds business decidedly slow in most lines, but looks for a steady improvement from this time forward. He is getting a few nice orders for hemlock and is keeping in very close touch with the situation at the mills to be ready to get in the front ranks when the call to "march" is heard.

The Crescent Lumber Company, through its president, W. A. Kessler, reports collections very satisfactory this month. This firm has been very fortunate in having a good line of accounts and has been bothered comparatively little with discounting paper. It is going after the pole business with a determination that is bound to bring it some satisfactory business before many weeks.

The Newell Bros. Lumber Company is running its mill at Braucher, W. Va., and reports some good inquiries for oak and hemlock. It finds conditions in the east even worse than in Pittsburg so far as collections are concerned and does not look for any relief from the banks there before February 1.

The mills of the Babcock Lumber Company at Ashtola, Pa., have resumed after the usual ten days' holiday for Christmas. Over 100 men



are employed. The Babcocks recently had all their foremen in Pittsburgh for a business conference and transported them at the Empress Club, besides taking them to a theater party.

President W. H. Herbertson of the Cheat River Lumber Company is back in the harness again after a two months' illness with typhoid fever. The Cheat River company has lately taken on Richard G. Davis as a hardwood salesman to cover the southern Ohio territory. The company is getting some good orders for low grade hardwood and is fishing out some desirable business from the Buffalo trade.

The West Virginia Lumber Company has closed its plant at Nebraska, Pa., for the present, but is still running its mill at Mayberry, Pa. Its call for switch ties is just now the hardest thing to satisfy. It announces that collections are very much improved and that the situation in all ways is very much brighter.

The Linehan Lumber Company closed its plant at Catlettsburg, Ky., to make some much needed improvements over Christmas. It now has accumulated enough orders to keep the plant running for four months. The flooring trade, which is a specialty with the Linehans, is excellent and prices are uniformly good. The company has sold over 200,000 feet of factory flooring lately in addition to marketing a large lot of oak and maple flooring for fine work in apartment houses and office buildings. So far January has turned up more orders for it than the corresponding period in December.

The spoke, handle and chair factories of western Pennsylvania are assuming a degree of activity which bodes much good for the hardwood trade in Pittsburgh. Evidently they are rushed with orders, for as fast as possible several of them are adding largely to their plants. Two concerns which were burned out last year are getting ready to rebuild big plants between Pittsburgh and the lake.

J. J. Mead of the Mead & Speer Company pronounces the outlook much improved over that of a month ago and expects a great improvement after the January settlements are finally adjusted and the inventory season over. While there is comparatively little new business being booked, the character of the inquiries that are coming in is evidence to him that better days are not far off.

J. E. McIlvain & Co. have broken into the Philadelphia trade pretty strong of late and are getting their full share of the oak business that is on hand. New trade is not coming on as they would like to see it, but they anticipate some good requisitions from the railroads and mills before another month has rolled around.

The L. L. Satter Lumber Company is keeping a very careful watch of things in the lumber world and is governing its big operation at Blackstone, Va., accordingly. Mr. Satter has been fortunate in having an extra large lot of orders on hand at the beginning of the slump which have kept the plant busy. The quality of hardwood and box shoox stuff which it manufactures is also a strong puller with the trade and makes the best argument for their salesmen.

The Furnace Run Sawmill & Lumber Company is putting its men out on the road again. Nelson Bell, president of the company, finds that some good hardwood trade can be secured by going after it hard—and this is just what the company is doing. He reports collections so much improved as not to cause any special worry, owing chiefly to the fact that his company has been pounding very hard on its accounts since the first of November by a system that collects.

Here's a stray one—a mighty cheering morsel: The Acorn Lumber Company, through its president, H. F. Domhoff, a few days ago secured an order for twenty-five cars of oak to be delivered in Ohio. Mr. Domhoff bought the lumber in Kentucky at a price that leaves him a very nice profit on the deal and has already got his first car through inspection and has the check for it in his pocket. He has also

recently been working among the lake buyers at Buffalo and Erie with good success.

The American Lumber & Manufacturing Company has sold 1,300,000 feet of yellow pine lumber for delivery in New York harbor. The company bought the lumber in the South and had it shipped to New Orleans, where it is now being loaded on to the two barges, Denison and Allawild, under the direction of A. S. Stewart, the Montgomery representative of the American company. J. G. Darling, who looks after the cottonwood operations of this company in the South and Southwest, is unloading a barge of cottonwood at Cairo, Ill., and has two other barges containing 500,000 feet each en route from Arkansas. The American company's trade in cottonwood has kept up surprisingly well in the face of the general depression and the prospects for a brisk spring business with the specialty, wagon and box manufacturers are excellent, according to General Manager J. N. Woollett.

### Buffalo.

F. A. Beyer invariably coughs when asked about business and says it has been mostly grip with him of late. He is out again and gradually improving. Beyer, Knox & Co. are running their Missouri mills in view of the future oak demand.

There is demand for elm and ash so that T. Sullivan & Co. are quite busy, with a fair receipt of stock from the Pacific coast. F. T. Sullivan, who has New England for territory, is home for the holidays but will return there soon.

F. W. Vetter has gone to the Adirondacks on a visit to his son, who is ill in a sanitarium there. The yard has been doing a pretty good business of late and has an assortment of stock to meet all demands.

A. Miller has a fine stock of lumber, as he usually has, but he will not put in any more till there is a better demand. He is selling quite an amount about the city, having some good stock that his neighbor dealers want.

The business of I. N. Stewart & Bro. is always active; if not in cherry, in oak or chestnut. The watch for good stock in the South is kept up, but new supplies are dependent on sales mostly, as the yard assortment is good.

The Buffalo Hardwood Lumber Company had a really good December trade and it would be odd if the demand should run down now, after the worst is over. The yard assortment was never better.

All the McLean brothers paid a visit to their old home in Canada for the holiday season. Their sawmills are all in operation, showing that they have confidence in the future of the trade.

G. Elias & Bro. are enjoying a fair trade and keeping their mill running strong, as the city building continues good and the mill is rigged for anything in that line. It looks as if building would continue brisk all winter.

O. E. Yeager is receiving quite a lot of oak and other lumber from the South, and does not complain of the demand, though he does not look for it to be active right away.

The table factory of the Standard Hardwood Lumber Company is to be made larger this year. It has business enough ahead to bridge over quite a period of slow general trade, if that is to come.

The oak trade of Scatterd & Son is good enough to keep the accumulation of logs up in Memphis and the mills will soon be at work on them. The export trade is one of the long suits of this firm.

The Hardwood Exchange is preparing to send a delegation to New York with the National inspection committee to attend the conference on inspection differences, the meeting being set for Jan. 29. President Stewart will go and O. E. Yeager, with possibly one other member of the Exchange. The idea seems to be conciliation rather than war, so far as Buffalo is concerned.

### Detroit.

James A. White, general sales agent of the W. H. White Company of Boyne City, Mich., with general offices in the Majestic building, Detroit, is in Chicago on business.

George I. Henton, for many years manager of the Michigan department of the American Car and Foundry Company, died recently at the age of forty-nine years. He was recently assistant general manager at the Pittsburg plant. He asked to be brought back to Detroit that he might die in the city where he was born. He was one of the best informed car builders in this country.

"We have sold about 15,000,000 feet of hardwood lumber since December 1, 1907," said Manager King of the Detroit office of the W. H. White Company of Boyne City, Mich. "We did no lumbering through December, but kept booking orders all the time. We ordinarily lumber more than 50,000,000 feet a year, but that is all we will turn out this year as the demand will probably fall off, making curtailment of production advisable. We have three mills running and would have installed another had not this financial trouble come along. We are booking many orders just now and business prospects are very bright. We are preparing to open a new shingle mill."

H. Allen Brothers, lumber brokers in the Majestic building, will increase their hardwood operations during the coming year.

Every manufacturing concern in Detroit on January 6 increased their number of employees, the Wolverine Manufacturing Company and the C. D. Widman Company, furniture manufacturers, putting on nearly a thousand men.

### Bay City and Saginaw.

Walter J. McCormick of Saginaw, member of the McCormick-Hay Lumber Company, died at his home Monday, January 6, after an illness of some duration. As a matter of fact he has not been well the last three years. At the outset his illness was diagnosed as Bright's disease and there was supposed to be no help for him, but two years ago he picked up and it was thought he had practically recovered his usual health. But five months ago he began to decline. He was born in Saginaw in 1864, and was the son of the late James L. McCormick, the well known lumberman. He was reared in the lumber industry and it has been his lifelong pursuit. Some years ago he operated in Arkansas hardwood, residing at Little Rock, but the climate did not agree with him and he returned home and the McCormick-Hay Company was organized. The company handled Michigan hardwood extensively and also southern oak, and carried on a large and successful business. Mr. McCormick was a member of the Michigan Hardwood Manufacturers' Association and was highly respected in this section. He is survived by a widow, five daughters and two sons.

A number of operators between Bay City and the straits who closed down in October have gone into the woods and are cutting timber and operating portable mills.

Bliss & Van Auken had a good year in 1906. They manufactured 9,534,914 feet of hardwood lumber and 4,029,922 feet of hemlock. The firm has 3,831,000 feet of hardwood on hand in stock and is consequently in good form to take care of what business is offered. The firm has made a large success in hardwood flooring.

The Campbell-Brown Lumber Company at Bay City manufactured 1,760,000 feet of hardwood lumber last year, and is carrying in stock 700,000 feet. The firm has a lot of logs to cut out during the winter.

The extensive hardwood plant of W. D. Young & Co. at Bay City on Saturday, January 5, began cutting logs. Monday day and night crews were put on. The mill is first-class and up-to-date. The flooring plant is not yet finished. This plant when fully completed will be much finer than the one burned and will cost considerably more than \$150,000. It will have



and in full commission will work a force of 450 men. A new sawmill is provided with electric lighting plant and is installing a power plant.

The manufacture of tie-plugs is quite an industry in the valley. At Twining Whitney & Taylor are cutting tie-plugs for J. W. Jaynes, and he is buying up large quantities of ash, beech, maple, elm and birch bolts at \$3 a cord. Bolts are required to be 40 inches long and not less than six inches in diameter.

Another industry is that of cutting and furnishing hardwood timber for mine props, a large quantity of timber being used.

The flooring business appears to have been fairly good during last year. W. D. Young & Co. experienced a hiatus by reason of the destruction of their plant and it will be some little time before they will be able to start the new plant, but the firm has taken care of its trade fairly well, having leased and operated a small flooring plant at Haakwood owned by the Haak Lumber Company.

The S. L. Eastman Flooring Company handled a large quantity of flooring last year, and a number of million feet of hardwood lumber in addition.

The Strable Manufacturing Company's plant at Saginaw was active and handled a large amount of business last year.

### Grand Rapids.

The forty-first semiannual furniture exhibition opened in this city New Year's day. The number of buyers on hand for the opening was less than usual, and the real business opening did not take place until Jan. 6. There is always more or less uncertainty as to what the volume of business will be, and the interrogation mark is rather larger than usual this season. However, there is a feeling that the buying will prove far more liberal than has been anticipated. The number of lines shown here is more varied than last season and includes several manufacturers who have never had exhibits in this or any other market before.

The Spiegel Furniture Company of Shelbyville, Ind., a new concern making kitchen cabinets, is showing its line here. The cabinets are made entirely of red gum or satin walnut. Charles Spiegel, an old manufacturer of Shelbyville, says there is not a foot of any wood but gum used in the factory. The wood is kiln-dried from the saw, then air-dried, and then put through the kiln a second time.

The Luce-Redmond Chair Company of Big Rapids, Mich., is using considerable red gum and the wood matches up well with Circassian walnut.

The Northern Furniture Company of Sheboygan, Wis., is showing a big line of furniture, comprising 800 distinct patterns. The Northern is by far the largest manufacturer of white maple furniture in the country. The company also has a large line of goods in ash, natural finish and of excellent appearance.

Oak and mahogany continue to be the great leaders in furniture woods. Circassian walnut is also having a phenomenal run.

Haynes Bros., wholesale and retail lumber dealers of Cadillac, have incorporated under the name of the Haynes Bros. Company, with a capital stock of \$125,000, of which \$100,000 is paid in. The incorporators are E. J. Haynes, C. E. Haynes and L. C. Stevens. Stock to the amount of \$25,000 is held for employees who may want to invest, or for future development of the business. The business was founded by James Haynes in 1872.

The magnificent new office building at Cadillac, owned jointly by Cobbs & Mitchell, Inc., and the Mitchell Bros. Company, was finished at holiday time and is now occupied. Special furniture for the building has been ordered. The interior finish is of beech, birch, maple, oak,

elm and hemlock. The wainscoting for the most part is white maple, with light gray finish. The floors are hardwood. There are six private offices and each will be equipped with furniture and furnishings of special design.

### Columbus.

The Columbus Sawmill Company, which has a large plant at 344 Dublin avenue, has just completed one of the best years in its history. Despite the financial flurry and the general business depression, the statement shows very satisfactory earnings during the year.

The Ohio and Tennessee Lumber Company, in which a number of people from Columbus and Alliance are interested, has moved its mill from Fulton to Henning, Tenn. After the mill is set up it is expected that operations will be resumed.

Arrangements have been made for a Hoo-Hoo conclave to be held at the Great Southern Hotel, Columbus, January 22, in conjunction with the annual meeting of the Union Association of Lumber Dealers. A class of candidates will be initiated and a banquet will be served. Several of the national officers will be present.

Columbus lumber companies which have mills in the Southern states have joined in the general movement of closing down operations until the demand is better. The General Lumber Company, which has two mills at Ashland, Ky., has closed down temporarily. The company has sawed up all the logs in the river and has quite a large stock on hand. It is believed that operations will be resumed soon.

The W. M. Ritter Lumber Company, which has mills in a number of southern states, has closed down all its operations except a bill timber mill in West Virginia. The occasion is being taken advantage of for repairing and rebuilding some of the machinery.

J. W. Mayhew, sales manager of the W. M. Ritter Lumber Company, has the following to say regarding lumber conditions: "Things are now easy, but we are bound to have improvement soon. With many of the mills throughout the South closed down and some buying going on among the trade, the demand is sure to improve. Prices will likewise advance. The outlook is distinctly brighter from every standpoint. Orders are better and collections are improving on every side."

Fred A. Wilson, who has been in charge of the Pittsburg agency of the W. M. Ritter Lumber Company, has been promoted to assistant sales manager, and will be located at the home office in Columbus.

The W. M. Ritter Lumber Company has received word from its two foreign branches located at London and Liverpool that the foreign market is glutted. Good prices abroad, together with the weakness in this country, caused many to import in large quantities. In many cases the cargoes were simply consigned abroad and these proved to be a drag on the market. Prices are weakening in every branch of the hardwood trade in England.

The fact that many manufacturing establishments are preparing to open their plants causes a hopeful feeling in the hardwood business. Many of the plants are large users of hardwoods and their resumption will mean increased demand from that source.

H. C. Creith of H. C. Creith & Co. reports a better outlook. "Our traveling salesmen were started out Monday," he said, "and we expect larger orders. They will cover the state pretty thoroughly, and from reports received so far indications are quite favorable."

Traveling salesmen for the manufacturers and jobbers of hardwoods in Columbus were all started on the road Monday and an active campaign has been started for business.

### Indianapolis.

The new plant of the Dymos Lumber Company is practically completed and is one of the largest and most modern in the city. There

are seven buildings, including the office building, power plant, mill, dimension and flooring sheds and a large stable.

Building permits issued in the city last year amounted to \$5,787,555.80, as compared with \$5,530,971.80 in 1906. The greater part of the business was done between March and October and the business during November and December was about 70 per cent less than in the corresponding months of 1906.

Among recent visitors in Evansville was M. A. Wright of C. Leary & Co., London, England, representatives of Maley & Wertz, and Otto Haas, also of London, representative of the Hermann Manufacturing Company, also an Evansville concern.

Morton C. Rankin, engaged in the lumber business in Terre Haute for more than thirty years, was run down by a train in that city last month and killed. He took great interest in political affairs and was also prominent in the work of the state and national lumber associations.

The office of the Meyer Lumber & Hardwood Company at Batesville was entered on the night of Dec. 26 and the door blown off the safe. As a large deposit had been made in the bank that day the burglars only found \$3.12 and a couple of revolvers.

J. W. Pinnell, formerly a line yard operator of this city, who is now interested in a dozen lumber yards scattered throughout the state, has organized the Jamestown Lumber Company at Jamestown with \$5,000 capital. Others interested in the company are J. F. Coombs and W. Z. Mulligan.

The hearing on a debit and credit system of demurrage which was to have started before the Indiana Railroad Commission last month, has been postponed until Jan. 21. In the meantime representatives of the Indiana Shippers' and Manufacturers' Association will hold a conference with representatives of the railroads in an effort to reach some agreement in the case before the hearing.

Edward Redman of Princeton claims to have established a record in hauling logs in Arkansas, where he was employed by the American Washboard Company. With three teams in ten months he asserts he earned \$24,666.75 and has returned to Indiana to devote his attention to farming.

Practically all arrangements have been completed for the annual convention of the Indiana Hardwood Lumbermen's Association, which will be held at the Claypool Hotel in this city on Jan. 16. The joint banquet of the Indiana association, Retail Lumber Dealers' Association of Indiana, Central Association of Sash and Door Salesmen, Hoo-Hoo and mill supply men, will be held at 5 o'clock on the evening of Jan. 15.

Adams & Raymond, veneer manufacturers of this city, have gained a victory over the railroads in a decision just rendered by the Indiana Railroad Commission holding that thin-cut lumber shall be shipped at a sixth class rate. Exceptions are made relative to weight and value. It being provided that only thin-cut lumber worth less than \$10 per 1,000 feet shipped in car loads of a minimum of 34,000 pounds shall be shipped at the new rate. This excludes veneers. The new rate goes into effect on Jan. 15, and will remain effective for two years. In rendering a decision the commission held that the manufacture of thin-cut lumber for backing, filling, center stock and cross banding was more extensive than the manufacture of veneering and that while thin-cut lumber was used mostly for making built-up or compound wood, berry boxes and carriers of different kinds, veneering was used for decorative purposes.

### Milwaukee.

The Milwaukee Car Manufacturing Company has incorporated at Milwaukee with a capital of \$50,000. The incorporators are Fred Fabst, Robert Nunnemacher and T. F. Howe.



A plant is now being erected on the Port Washington road, just out of Milwaukee, and refrigerator and freight cars will be manufactured. From four to five cars will be turned out daily, and the company intend enlarging their plant as business permits.

The Denny & Thiege Company is a new lumber firm recently started at Racine, Wis. The company already has a lumber yard at North Racine, and has completed plans for the erection of a sash and door factory to cost in the neighborhood of \$10,000. Business at the new yard is excellent considering the season of the year.

### Bristol, Va.-Tenn.

E. L. Warren, formerly of this city, who has been connected with the R. E. Wood Lumber Company, Baltimore, in an important capacity for several years, has severed his relations with this concern and returned to Bristol to enter the wholesale lumber business for himself. Mr. Warren has leased a suite of rooms in the Fuqua building and began business this week. He was for a number of years manager of the R. E. Wood company's offices in Bristol and Johnson City and has had a long and varied experience in the hardwood business.

George E. Davis of this city, president of Geo. E. Davis & Co., was married last week to Miss Amelia May Calloway, daughter of Dr. and Mrs. E. M. Galloway, and one of the most popular young women in Philadelphia's society. The couple will be at home in Bristol after January 15. Mr. Davis is well known in lumber circles.

"The financial scare is over," said J. H. Bryan of the Bryan Lumber Company recently. "Our mills are running and we do not anticipate the necessity of closing down. All that is necessary for a complete and almost instantaneous resumption of business is for the banks to 'open up.' They hold the key to the situation."

J. A. Wilkinson last week closed down his band mill on the Southern railway in this city and announces that he will this week receive and install two new boilers of 150 horsepower capacity each and will thereby double his power. He expects to have the mill running again within three weeks. He has on the yards here about 1,000,000 feet of logs and a large amount of lumber on sticks. Mr. Wilkinson is one of the most optimistic of the local lumbermen.

"Things are getting better rapidly and there is every indication that business will soon be moving as usual," says H. P. Wyman, of the Bristol Door & Lumber Company and Came-Wyman Lumber Company. "People have faith in the banks and the stability of trade and there was not and is now no real reason for this business depression, which I believe is over."

There are still many mills in operation in Johnson county, Tennessee, according to O. H. Vial, a prominent manufacturer of that section, who was in the city last week. Mr. Vial says that the country manufacturers in that section are in good shape financially and are determined to hold their stock for better prices than those now obtaining.

W. S. Whiting of the Whiting Manufacturing Company, Abingdon, Va., and the Janney-Whiting Lumber Company, Philadelphia, was here last week and reports that his companies' mills, including the Abingdon and Judson, N. C., band mills, are still running and they do not anticipate business conditions that will render their suspension necessary. The companies have closed a contract with a New York lumber concern to handle their output during the present year.

### Cincinnati.

Cincinnati is recognized everywhere as the one largest lumber market in the world. Her lumbermen have the advantage of location in this center of the oak, ash, hickory, walnut, cherry and elm belts. They also control large lumber fields in the cypress and cottonwood belts of the South, and in the pine regions

north and south, and have mills scattered all over the country. Several are operating in Mexico, Cuba and Central America, where mahogany and other veneer lumber is cut. Of the 86,236 cars of lumber reported entering the Cincinnati market, 63,536 are reported among the outbound traffic, the difference of 22,700 cars representing the volume of local consumption, about 170,000,000 board feet. Closely allied with the lumber trade is the manufacture of sashes, doors, blinds, flooring, dressed lumber, veneers, boxes, building timbers, sidings and staves, all of which are prominently part of the city's manufacturing interests. Planing mills and factories for these various lines of product are numerous, there being nearly 100 enumerated in the trade reports. In the review of last year, based on reports from dealers and manufacturers, the lumber business of Cincinnati was estimated at \$50,000,000. Reports this year give increases ranging up to twenty-five per cent. Taking a mean as low as five per cent to give full allowance for the accession of business in the past two months and the increase is still \$52,500,000, making the year's total business \$52,500,000.

One extensive manufacturer and dealer gave the following report: "We find our business to have been about twenty per cent more this year than in 1906, but probably this is accounted for in our extra efforts put forth to obtain business, it being our desire each year to show an increase over the previous year. However, I think it safe for you to say there has been for the trade generally some increase over 1906."

M. B. Farrin of the Farrin & Korn Lumber Company says: "So far as the prospects for 1908 are concerned, we hardly look for an increase in the volume of business. On the contrary, we will be surprised if there is not some recession. Regarding the prices, we do not look for much change in that direction, as hardwood lumber, including poplar, is becoming more scarce each year. Owing to the timber being cut in less accessible places the loggers are having to go back into territory not heretofore cut through, the expense has increased and also the prices." Lawrence Mendenhall, secretary of the Associated Organizations and one of the oldest hardwood floor dealers in the city, says: "In reviewing the past year I think I voice the sentiments of other dealers when I say it has been a fairly successful year. Of course, hardwood and parquet floors are to be counted to a certain extent among the luxuries of house construction. The time is fast coming, however, when hygienic floors will become an absolute necessity for all well constructed homes."

A. C. Fry, receiver of the Ben Ryan Lumber Company, bankrupt, filed a final report of his trust. He states that the firm never kept any books of account and lacked systematic arrangement for handling business. Furthermore, that he was compelled to hunt out the different invoices for lumber and locate the freight bills. All of these had to be arranged and classified. It was necessary for him to search through the various freight yards in this city and over the river in order to locate about forty carloads of lumber. He reported that he made diligent efforts to find purchasers for the lumber and got into communication with over thirty-five lumber dealers, box manufacturers, planing mill men and builders, but the majority were overstocked. He, however, managed to dispose of four carloads of lumber, which brought about \$900.

The inaugural banquet for the business season of 1908 of the Queen City Furniture Club was held at the Business Men's Club. The hall was festooned with holly and yuletide decorations under the direction of Frank Schoonmaker, assistant manager of the B. M. C. The affair was attended by every member of the club, and was announced as being one of the most brilliant affairs in its history.

The mill of the Freiberg Lumber Company has been closed down for some time to come; that

is, until the river swells its banks and floats some more logs down its stream. The mill is situated directly on the banks of the Ohio river, and as soon as a flood reaches here and logs are drifted down the mill will resume operations. The scarcity of logs is the cause of its being compelled to close down.

Q. A. McCracken, father of Ralph McCracken of the Kentucky Lumber Company, is here from Mound City, Ill., spending the holidays. He and W. E. Delaney have been in close competition in a pool game, and as yet the champion has not been determined, with the general sentiment in favor of the visitor. These two have been trying to decide the championship for many years, and they seem to always break even. This time, however, McCracken has a hunch on Delaney and the odds are against the latter, but still he tries.

The annual meeting of the Kentucky Lumber Company will be held January 28 at Louisville, Ky. The company has had a good year and the report that will be submitted before the board of directors will be very pleasing. The amount of business done this year has exceeded that of any other year.

Many association meetings have been booked for this month, and a great many of them are in evidence within small radius of Cincinnati and will be attended by a great many. This is one of the most important parts of the lumber business, say a number of dealers.

E. L. Edwards of Dayton, Ohio, was a visitor in town recently, while en route on a trip further south.

The offices of the Littleford Lumber Company have been moved from the Pickering building to their new location on Richmond street. They purchased the old yards of the Western Lumber Company some time ago.

The D. H. Baldwin Piano Company has purchased timberlands near Pineapple, Tenn., where they will cut and market their own wood for use in the construction of pianos. They will be able to season the wood to their wants, says the manager of the company.

Clifford P. Egan, superintendent of the J. A. Fay & Egan Company, large woodworking machinery manufacturer, has returned from a successful business trip through the South, where he secured a very good amount of business for his firm. Thomas P. Egan, president of the company, has been nominated on the blue ticket of the Chamber of Commerce for president. Two tickets are again in the field and much interest is manifested on the outcome, which will be learned after January 15.

William A. Bennett of Bennett & Witte, retiring president of the Chamber of Commerce, whose term of office expires early this month, was presented with a beautiful loving cup as a token of esteem for good services rendered. The cup was presented by the board of directors and all of their names are inscribed on it. It is a most beautiful piece of work, and Mr. Bennett appreciates it fully. The cup was exhibited on the floor of the Chamber of Commerce.

The amount of business transacted during the past month has been of limited volume of course, and the receipts have been greater than the shipments. However, the lumber dealers are more confident now and anticipate a better month in January. The receipts of lumber during the month of December aggregated 5,279 cars, as compared with 5,663 for the same period last year. The shipments were not quite as large as the preceding year, being 3,908 cars this year and 4,584 cars for the year previous. The receipts of lumber for the year amounted to 86,236 cars, as compared with 74,986 cars last year. The shipments this year have been much better than last, which will corroborate the good year's business. Shipments this year were 63,536 cars; last year, 58,599 cars.

The regular monthly meeting of the Cincinnati Lumbermen's Club was held in the rooms of the Business Men's Club January 6. A letter



was read from Gifford Pinchot, chief forester of the United States, in which he expressed his desire to speak before the club on January 25, and the club has arranged to hold its next regular meeting of that date. The demurrage proposition in relation to the stand taken by the Louisville & Nashville and the Southern railroads was finally referred to the river and rail committee.

A letter from John M. Woods of Boston, prominent in the National Hardwood Lumber Association, was read, in which he asked the club to support him for president next June, but before action on this was taken William A. Bennett presented a resolution asking that the secretary write Mr. Woods asking him how he stood on the 1905 rules. This suggestion was adopted. President Thomas J. Moffett, who is recovering from an attack of quinsy, was unable to preside at the meeting and Vice-President George Littleford of the Littleford Lumber Company occupied the chair. A secret discussion among the lumber dealers on the question of how they fared on the year's business resulted in them unanimously agreeing it was the best year of their career.

Another motion for the removal of William H. Stewart as receiver for the Enterprise Lumber Company was filed in the Common Pleas Court this week by Attorney G. S. Hawke. The action was brought on in behalf of J. A. Rast, an Alabama creditor, who alleges that the company did not legally authorize the answer filed and therefore the court was without jurisdiction; that sufficient ground was not presented for a receiver; that the signature of William S. Meyers, treasurer of the company, to the answer filed "was secured by false representations"; that the receiver named is a stockholder and creditor of the lumber company, and has preferred himself as a creditor. The application is almost identical of that filed some time ago by the Griffith Lumber Company, another creditor, but they withdrew later at the request of that concern.

Shortly after the filing of the motion for the removal of the receiver the attorney and the Enterprise Lumber Company filed an amended petition on behalf of William H. and Gregory Stewart, in which they set out that the liabilities amount approximately \$190,000, while the assets are largely in excess of this amount, but the pressure of the creditors and the inability to meet their claims threaten solvency on the company. Appended to the amended petition is an inventory which values the assets, exclusive of the good will, at \$280,383.39, and a schedule of the liabilities, which place them at \$195,494.44. William S. Meyers, treasurer of the concern, withdrew in that capacity and also as bookkeeper some time ago, but still retained his holdings in the concern. President James Meyers, who disappeared some months ago, is still missing, although William Meyers says he is in communication with him, but he will not return to Cincinnati.

#### Evansville.

Bedna Young and Frank Cutsinger of the firm of Young & Cutsinger spent a few days the past week at the Jasper plant of the firm looking over the prospects for the new year. They report a good volume of business, both at their Evansville and Jasper plants the past year, and say the present outlook for business is as good as could be expected.

The Henry Maley Lumber Company has just started up its new mill. This company is the first to locate on the Illinois Central tracks, they being located near the fair grounds. They now have one of the finest and best equipped mills in this section and are starting up with a large stock of logs on hand.

Claude Maley and Dan Wertz of the firm of Maley & Wertz, have spent the past week at the mills of the firm at Edinburg, Grammer and Vincennes, Ind.

The World Furniture Company, Evansville's new furniture factory, started up on full time the first of the year with bright prospects.

A rather curious instance of the enduring qualities of Indiana white oak has been brought to light here recently by Daniel J. Ernst, Jr., a lumberman of this city. He is at work unearthing what is estimated to be about one million feet of white oak timber which has been buried for over fifty years in the old Erie canal bed which ran through this section. He finds the wood in perfect condition after having been covered for over half a century with water and earth.

Thompson, Thayer & McCowen have closed their mill down while they make some extensive repairs but expect to get started again in a few days.

#### St. Louis.

An agreeable surprise was given J. B. Kessler, secretary of the Lumber Dealers' Association of St. Louis and also of the Lumbermen's Club, on the day before Christmas. He was visited by a committee composed of H. W. Ballman, J. A. Rehels and J. W. Putnam, and presented with fifty \$10 gold pieces. Mr. Kessler was equal to the emergency, however, and responded to the presentation speech in a fitting manner.

Theodore Plummer of the Plummer Lumber Company spent the Christmas holidays in St. Louis with his parents, Mr. and Mrs. Theodore Plummer. He will leave shortly for Texas to engage in farming.

The annual stockholders' meeting of the Massengale Lumber Company was held last week. The following directors were re-elected: John E. Massengale, J. Ray Massengale and W. H. Richardson. The board of directors later met and the following officers were re-elected: John E. Massengale, president; J. Ray Massengale, secretary and treasurer, and W. H. Richardson, vice-president.

The American Tie and Timber Company filed articles of incorporation with a capital stock of \$50,000, one-half paid. The stockholders are Adiel S. Dodge, who holds 249 shares; Joseph E. Henderson, who holds 249 shares, and E. C. Dodge, 2 shares. The object of the company is to manufacture and deal in building material.

Looking over the building permits for 1907 it is found that there have been almost as many permits taken out as in 1906, but that the volume of money represented is not so large. The official record of building permits issued for the calendar year of 1907, compared with 1906, showed a decrease in building operations for the year of \$8,045,526. The total permits issued aggregated \$21,893,167, compared with \$29,938,693 for 1906. Building has kept up in all sections of the city, especially in the residence districts and in some of the beautiful new subdivisions recently opened up. This building is in the nature of flats, stores, residences and apartments and is very much needed.

E. H. Luehrmann, vice-president of the Charles F. Luehrmann Hardwood Lumber Company, says conditions are getting better even this early in the year. Their last year's business was quite satisfactory in every way.

The Belzoni, Miss., mill of the Thomas & Proetz Lumber Company will start up shortly, it having been shut down last month in order to install some new machinery and attend to some repairing. Charles E. Thomas says inquiries have been coming in freely, and more orders have been booked than he expected.

J. E. Massengale, president of the Massengale Lumber Company, reports a favorable outlook. He expects business to begin not later than the middle of the month and has made preparations to meet any demand that may be made. The company has a nice assortment of all kinds of hardwoods on hand.

W. R. Chivvis says that in spite of the dullness in trade he is having many calls for various kinds of hardwoods. Walnut, his specialty, is being called for in fairly good quantity.

W. W. Dungs of the Garetson-Greaser Lumber Company is pleased with the situation, although business is quiet just now. They are doing their share of business, however.

George E. Hibbard, vice-president of the Steel & Hibbard Lumber Company, reports business has already started up, as he expected it would a short time ago. He says the stiffness in prices is beginning. Inquiries are coming in freely and orders are following quotations made.

The American Hardwood Lumber Company also sees an increase in business. Many inquiries have been received and some good sized orders have been booked.

Shortly after 3 o'clock Sunday morning fire was discovered in the Manchester road yard of the Banner Lumber Company, located in Maplewood, a suburb of St. Louis. Before the fire was extinguished the yard, containing a stock of lumber valued at \$20,000, was destroyed.

The first regular meeting of the Lumbermen's Club of St. Louis, which was organized by the yellow pine, hardwood and retail dealers of St. Louis a month ago, was held Saturday night, January 4. It began with an elaborate dinner at 6:30. C. C. Jennings was chairman of the entertainment committee.

The executive committee has selected the first Saturday evening of each month as the regular meeting night, and commission men of good business standing and accredited salesmen of outside lumber companies are eligible to membership. This takes in all classes of the lumber trade and the club now numbers seventy-five members.

One of the main objects of the club is to keep St. Louis before the outside business world. Membership dues are \$3 per month. This will allow the renting of a room in the Wright building in connection with the Retail Dealers' Association and the Lumbermen's Exchange of St. Louis.

One of the principal and most important matters presented at the meeting was the following resolution offered by Thomas C. Whitmarsh, general manager of the W. T. Ferguson Lumber Company. It was referred to the arbitration committee and will be brought up and voted on at the February meeting:

WHEREAS, No principle is better settled than that an order for goods unconditionally given and accepted constitutes a contract, and

WHEREAS, Violations of such contracts have been increasingly frequent in the lumber trade to the detriment of legitimate dealers, both on the part of buyers who arbitrarily cancel their orders when it suits their convenience, refusing to abide by their contracts entered into in good faith; and, on the other hand, on the part of those who, having accepted orders given in good faith, and feeling secure in their irresponsibility, fail to ship on these orders without excuse other than their disinclination so to do; now, therefore, be it

Resolved, By the Lumbermen's Club of St. Louis, Mo., that it recognize unconditional accepted orders as contracts which cannot be set aside or modified without cause by either party without the consent of the other; that to cancel orders accepted in good faith or to refuse to ship on accepted orders given in good faith according to their terms, is legally and morally wrong, demoralizing to the lumber trade and injurious to the credit of its members and unjustly visits the effects of dishonest and unfair business methods on legitimate dealers; and that such contracts of sale can be mended or set aside only for legal cause or by the consent of both parties thereto, and that, therefore, we urge all parties to such contracts of sale to stand loyally by them and to insist, by legal process if necessary, upon their fulfillment; and be it further

Resolved, That we pledge ourselves to recognize and observe in our own respective business the validity of such contracts, and to insist on their exemplary observance and fulfillment by others, except where set aside or modified for



legal cause or by mutual consent of both parties thereto, and be it further

*Resolved*, That, as some disputes regarding such contracts arise from indefiniteness in or mutual misunderstanding as to their terms, we will endeavor to bring about a reform in this particular so far as our influence shall extend.

### Nashville.

Heavy receipts of logs have come down the Cumberland river during the past few days. In fact, the shipments during the past week are said to have exceeded those for any time during the last six months. Love, Boyd & Co. got in a lot of oak from the up-river country and they are after more of it. J. O. Kirkpatrick & Sons got in a lot of poplar and oak from the upper river and during the coming two weeks they will put two representatives in the up-river country, J. T. and N. H. Morton, with instructions to buy both hard and soft woods. Buyers for John B. Ransom & Co. are being sent out this week to renew their purchases of lumber. They were called in for a stay of ten days to aid the yard men in taking stock.

Advices received the first of the present week state that the big mill of the Conasauga Lumber Company has started operations. Many of Nashville's most prominent lumbermen and business men are interested in this concern. Among the largest stockholders are: John B. Ransom, John W. Love, M. F. Green, C. D. Benedict, Samuel J. and Walter Keith and Nat Lessner, the three last, bankers; and Joseph W. Byrns, lawyer. The company has a capital stock of \$250,000 and they believe they have a great thing in their Conasauga property. They have bought outright 50,000 acres of timber and mineral land and figure that the timber on it will last for ten years with steady cutting, as they claim the tract has 250,000,000 feet on it, mostly oak and virgin poplar, with much white pine. The sawmill started up this week, cutting 25,000 feet a day. C. D. Benedict has moved to Conasauga, where he has active charge of the plant. The nine miles of railroad that taps the Louisville & Nashville has been completed to the tract. The men in this enterprise claim they have struck it lucky, as they intend developing valuable mineral resources on the property after the timber is cut.

Millard Fillmore Green of the Davidson-Benedict Company is in Nashville this week, having run up from his winter home in Florida to be present at the stock taking. He reports a great time in the Land of Flowers, eating oranges and catching fish, although he did not report any marvelous tales in the fishing line. Mr. Green's family is still in Florida and he will leave for Rock Lodge in a few days.

Hamilton Love of Love, Boyd & Co. left January 2 for Hot Springs, Ark., where he goes to boil out some of the rheumatism that has been worrying him for so long.

F. Janovitch of New Orleans, an exporter of cedar pencil timber, was a visitor to the city this week looking for timber.

John B. Ransom, president of the Hardwood Manufacturers' Association, has called a meeting of the executive board of the organization to be held January 11 in the Stahlman building in the offices of Secretary Lewis Doster. At this meeting preparations for the annual meeting and the selection of the date and place will be considered. Secretary Doster, who has been spending the holidays with relatives in the East, is expected home in the next few days.

The car shortage in Nashville is a thing of the past, but in its place a new trouble has arisen—a dispute over demurrage charges and switching service. When the financial stringency first appeared the railroads took advantage of the situation to "catch up," and they hauled all the lumber around the country into the city promptly. With one switching service a day from the railroads things were soon congested and even two switching services did not help matters much. The railroads finally gave notice

of demurrage charges. The lumbermen declined to pay and the railroads have notified the lumbermen that if the charges were not paid by the last of the week the logs would be left at the railroad team switches and the lumbermen would have to haul them from there. The lumbermen of North Nashville have an appointment the latter part of this week for a conference with the Car Service Association, representing the Louisville & Nashville, the North Carolina and St. Louis railway and the Illinois Central, with a view to seeing if some amicable settlement cannot be made. Most of the lumbermen of North Nashville are on Mill street, which runs parallel to the Cumberland river.

The Kentucky Lumber Company of Burnside, Ky., has filed a bill here in the Chancery Court asking for judgment from the Standard Lumber and Box Company for \$2,786, alleged to be due for the use of three rafts of logs. It is stated in the bill that the defendant company refused to pay for logs used by it, the logs being some that had got beyond the control of the plaintiff company up the river and were floated to Nashville.

The Prewitt-Spurr Manufacturing Company's box and bucket department is reported running at full blast. This company has recently bought large quantities of poplar and its production will not be curtailed in any degree.

James Cassetty of Nashville has recently purchased from John B. Ransom & Co. all rights for the manufacture of the product known as Dust-Avoid. A separate plant has been erected on Hamilton street and the manufacture will be gone into on quite an extensive scale. Dust-Avoid is a preparation made of cedar, cedar oil, etc.

Dr. R. F. Boyd, a prominent colored capitalist of Nashville, has just purchased a timber tract in Cheatham county for \$10,000.

Robert P. Althausen has resigned a government position here and will hereafter devote his energies to the lumber business in Sumner county. The new firm will be known as Althausen & Webster.

In the recent raid on the town of Russellville, Ky., says a special, night riders, in burning the warehouses of the tobacco trust, also destroyed the planing mill of Robertson & Brown.

A special from Dickson, Tenn., announces the death there of S. W. Hopkins, manager of one of the stove mills of the McLean Stave & Lumber Company. He was fifty-seven years old and had been working there for ten years.

A special from Chattanooga, Tenn., announces that a petition in bankruptcy has been filed against the Sequatchie Iron, Coal & Lumber Company.

With the close of the past year T. H. Dunlap of Nashville rounds out a career of twenty-five years in the lumber business. He has received many congratulations from brother lumbermen over his "silver anniversary." He has trained many of the young men of Nashville who are now making a success of the lumber business. Among those who got their starts under him are Hugh C. Card, A. H. Card, C. E. Dews, A. P. Jacobs, Henderson Baker, Clarence T. Dews, John H. Trice, Polk Curtiss, Nat Gennett, Sam Ransom, Harold Patterson, Louis Patterson, "Doc" Scheffer, Hickman Beckner and others. The lumbermen of Mill street or "Wall" street call him "Father" Dunlap, and the latter says all of "his boys" have made good.

While out hunting recently H. T. Hedges, a prominent lumber and stave dealer of Charlotte, Tenn., had the misfortune to stumble and shoot a companion, George Martin. Slight hopes are entertained for the latter's recovery.

W. H. Walkup of Woodbury, Tenn., has sold his sawmill, planing mill, etc., to T. M. McGee for \$1,200. The mill had been rented to Hugh C. Card of Nashville.

Wartrace, Tenn., has a new enterprise, the Wartrace Spoke and Lumber Manufacturing Company. It is capitalized at \$10,000.

### Memphis.

There has been comparatively little increase in production in this territory during the past fortnight. In fact, it is probable that the output during the last two weeks in December was the smallest for any similar period since the restriction in production began. With the opening of the new year, however, some of the mills have started up. Manufacturers are cautious about resuming operations until there is more improvement in lumber conditions than has been manifested so far. Among the mills which have begun operations since the first of the year are the big plant of the Three States Lumber Company at Burdette, Ark., one of the plants of the E. Sondheimer Company, the big mill of the Belgrade Lumber Company at Belzoni, Miss., and one of the larger mills operated by a prominent lumber firm in Eastern Arkansas. There are doubtless others that have started and many will follow during January.

R. J. Darnell, Inc., will start the fires in the big engines at its new double band plant in South Memphis the coming week, and it is expected that the mill will be in operation on full time by the middle of this month. The company has secured a large quantity of timber and is in position to run steadily when all the machinery is ready. The Darnell-Love Lumber Company did not shut down its plant at Leland, Miss., which is turning out a good quota of stock. It has completed its railroad and equipped this fully and has excellent facilities for getting out timber. Part of the machinery which is operated here in the old band mill will be sent to Leland and the company there will have a double band plant with large capacity.

There have been no material developments in the Memphis Savings Bank situation. This institution went into the hands of a receiver Dec. 24, under orders of the Chancery Court, to which the directors made application for the establishment of a receivership. It is generally conceded that depositors will be paid in full and that stockholders will not fare so badly. Officials of the bank declare that the institution is solvent, but it will require some time to realize on all the collateral on hand and that it will be quite a while before depositors will get possession of their funds. Efforts are being made by some of the other banks in Memphis to secure the accounts of depositors in the Memphis Savings Bank, but these will be taken only for the collection of the dividends as they are declared by the receiver. The most sensational feature in connection with suspension of the bank is the filing of a suit by Blair Pierson, an attorney and a depositor in the institution, alleging that the bank is insolvent and that the stockholders were guilty of fraud in the administration of its affairs for some time previous to the institution of the receivership proceedings. It is prayed in this bill that the directors be made responsible to depositors for any loss the latter may incur. It is admitted by the officials and stockholders of the bank that the loan of the Tuthill & Pattison Manufacturing Company of Sheffield, Ala., effected through Tuthill and Parsons of Memphis, amounting to between \$125,000 and \$175,000 was directly responsible for the decision to wind up the affairs of the bank. They were also actuated by the fact that on Dec. 26 a large number of legal notices would have matured and necessitated the payment of large sums of money to those depositors who had given such notice. The directors did not consider it fair to those who had given no such notice to pay out to those who had and decided that the receivership would best conserve the interests of depositors and stockholders alike.

Financial conditions here are vastly better than at any time since the financial stringency developed. The banks have not removed all restrictions regarding withdrawals but they are much more lenient with their customers than for some weeks. A positive evidence of this



There is found in cessation of the issuance of cashiers' checks. The semi-annual statements published by all the state banking institutions in Memphis show these to be in excellent condition. They have more cash than they ever had at this period and their loans have been reduced to a minimum. Local banks are awaiting the action of the New York banks in the matter of going on a flat cash basis, feeling that there is no reason for further precautionary measures such as they were forced to adopt when the crisis was at its height.

The flotation of the paper of the Tuthill & Pattison Manufacturing Company, to which reference has already been made, has made the banks somewhat timid about handling lumber paper. The leading lumber interests of this city resent the attitude of the banks in this matter, believing that there is no more connection between the efforts made by this firm to float wild cat paper and the use of regular lumber paper in the conduct of a straightforward lumber business than there is between any other illegitimate practice and the legitimate conduct of other business. It will be noted that this paper was floated by an outside concern and that there has never been an instance where a local lumber company attempted to do anything that would injure the credit of the lumber fraternity.

Announcement is made by Receiver Ballard that the plant of the West-King Lumber Company at Waynesboro, Miss., will begin operations in a few days. He states that he has received sufficient orders to justify operation for some time. The company was unable to realize on some of its holdings, and this was responsible for the appointment of the receiver. Assets were given at \$700,000 and liabilities at \$410,000. The company has 17,000 acres of timber land, and steps are now being taken to extend its railroad to connect with one of the larger lines, thus giving better facilities than heretofore.

The report of Commissioner I. F. Peters of the Memphis Industrial League shows that industries with an aggregate capital stock of \$2,500,000 and giving employment to about 4,000 persons were organized in Memphis during 1907, many of them being the direct result of efforts put forth by Commissioner Peters. Prominent among the new concerns were a number of lumber companies, including the following: The Memphis Car Manufacturing Company, builders and repairers of railroads; Gibson-Whittaker Company, veneer; Talge Veneer Company; Frost Veneer & Seating Company; Robertson-Fooshe Lumber Company; Cathey Lumber Company; Clements Stevens Lumber Company; The Dent Lumber Company; North Mississippi Lumber Company; Eaton Lumber Company; Nicky-Dickson Lumber Company; W. J. Pate Lumber Company; Ford Hardwood Lumber Company; Norton Lumber Company; Union Lumber Company; Larkin Company of America; The Home Lumber Company; Neal-Dolph Lumber Company.

E. E. Taenzer & Co. have lost their suit against the Rock Island Railroad Company for \$150,000. The suit was instituted about two years ago and has been to trial more than once. The company claimed to have lost this amount through alleged failure of the defendant to supply cars for the moving of its lumber from its mill at South Bend, Ark. It is said that about 3,000,000 feet was ruined because of the failure of the defendant to carry out its contract. The jury returned a verdict in favor of the railroad company and attorneys for the complainant immediately made a motion for a new trial.

It has been decided that the election of officials for the Lumbermen's Club will be held at the Business Men's Club the evening of Jan. 11, followed by a Dutch supper. George C. Ehemann of Bennett & Witte, candidate for the presidency of the Lumbermen's Club, may know a great deal about the lumber business but he

is not much of a hand at throwing Indian dice. John W. McClure, candidate for re-election as secretary-treasurer of the club on both tickets, has been in a quandary as to which man to support for the presidency. Mr. Ehemann, Mr. Morgan, his rival candidate for the presidency, and Mr. McClure all met the other day and both of the seekers after the presidency pressed Mr. McClure for an answer as to which one would receive his support. His reply was that he would let the prowess of the gentlemen at throwing Indian dice settle the matter, voting for the winner. Ehemann did not even get a "horse" and Morgan is now certain that he will receive the support of the genial secretary at the polls on the evening of the 11th.

There were a number of changes in lumber circles here at the beginning of the new year. J. B. Grant, who has represented the Buffalo Hardwood Lumber Company in this center for some time, has severed his connection therewith. He has not announced his plans for the future. Phil Gilbert of the Neal-Dolph Lumber Company has gone to Chicago, where he spent the holidays and will not return to Memphis. He left the firm because of poor health and will go from Chicago to Colorado. Philip Ryan of Ryan & McParland, Chicago and Memphis, has purchased the interest of Mr. McParland in that firm and will continue business under the old name for the present. J. D. Allen has sold his interest in the Brasfield-Thompson Lumber Company to the principals in that concern and has withdrawn from connection therewith.

S. C. Major of the S. C. Major Lumber Company has returned from St. Louis, where he went on a recent business trip.

Frank B. Robertson, president of the Robertson-Fooshe Lumber Company, has returned from a three weeks' trip to Mexico.

Max Sondheimer, president of the E. Sondheimer Company, has been in Chicago for some time.

Among the lumber firms in this city interested in the application for the appointment of a receiver for the Wiborg & Hanna Company, Cincinnati, is the Briggs & Cooper Company, Limited. This concern is one of the creditors of the Wiborg & Hanna Company here, and it is understood that several other firms have been caught. Just how far they are involved will not be known, however, until their claims have been filed. The southern offices of the Wiborg & Hanna Company, which were in the Tennessee Trust building, have been discontinued. W. C. Palmer, southern manager for the company, it was announced just before the holidays, would sever his connection with the firm on Jan. 1.

Judge Stevens of Helena, Ark., has been appointed receiver under the United States Court at Little Rock for the Bluff City Lumber Company. The judge of this court made every effort to have J. B. York and J. F. Rutherford, co-receivers and principal owners of the stock of the company, adjust their troubles without resorting to further litigation but, when it was found that they were unable to do so, Judge Stevens was named to take charge of the affairs of the company. The litigation has been in progress in the state courts for several months and has now been transferred to the federal courts. Three persons, as an indirect result of the troubles of the company, have been killed and several former employees are held charged with murder.

No specific date has been set for the renewal of the hearing of the case of the Tuthill & Pattison Manufacturing Company of Sheffield, Ala., in the federal court in this city. A. A. Parsons and J. A. Tuthill, "bankers and brokers," have been on the stand twice already, but very little was accomplished, as direct and straightforward answers on matters of vital interest to the creditors could not be obtained from these gentlemen. Additional interest will surround their testimony when the hearing is resumed because of the fact that the officials

of the Memphis Savings Bank have admitted that this institution was forced to suspend business because of the alleged bogus paper it handled at the instigation of Messrs. Tuthill and Parsons. The referee in bankruptcy here, before the depositions have been taken and before the trial will be continued, has allowed attorneys for the trustees a wide range of questioning and it is expected that the next hearing, which will be had some time this month, will bring to light something more definite than previous ones.

A result of the recent quietness in the hardwood trade that is almost certain is the reduction in the wages of the mill hands. One of the most prominent lumbermen in this section, operating a large plant outside of this city, declares that this is a logical step and that it is bound to come. He admits that wages at his plant will be reduced within the next few days and others are discussing the advisability of pursuing the same course. There is more unemployed labor in this district now than for several years, which in itself will be conducive to lower wages, thus furnishing additional justification for such a move.

### New Orleans.

Though the outlook at present is a little better than it has been in some time the year which just closed found the hardwood situation here in anything but the best of shape and even now the general conditions are decidedly unsatisfactory from the exporter's point of view. There appears to be little export demand for lumber and consequently there is little demand here. Prices are irregular and the lumber handled at present through New Orleans for export amounts to little or nothing. It is true that vessels leaving here for Rotterdam, Havre and other European ports during the last two or three weeks have carried as parts of their cargoes good consignments of oak staves, oak lumber and other hardwood timber, but on the whole the exports have fallen off considerably and there is said to be no indication that they will very soon work back into the strong position they occupy when the market is in healthy shape. Local exporters who were discussing the situation today with a RECORD representative said that the foreign export market appeared to have gone to sleep and that the latest reports from Europe were that the market there was in anything but satisfactory shape. European buyers with headquarters here are decidedly inactive and there is said to be no indication that the export demand here will improve in a short time. However, better conditions are hoped for and it is believed the next few weeks will bring about a change for the better.

Much interest is being manifested in the coming session of the National Lumber Exporters' Association which is billed to hold a session here during the latter part of this month. The local exporters and hardwood men, with the aid of the New Orleans Lumber Exporters' Association, will in all probability make arrangements to entertain the visitors and to provide them with quarters for their sessions. At the same time that the National Association meets here the Gulf Coast Lumber Exporters' Association will also convene in this city, adding interest to the sessions of both organizations. The last named body was to have held a meeting here Jan. 3, but this was postponed until Jan. 23. Several matters of importance are to be considered by the Gulf Coast exporters and a large attendance is expected.

Advices from Sunflower county, Mississippi, state that E. N. Case & Sons of Dothan, W. Va., have purchased 6,364 acres of white and red oak, hickory and white ash timberland and will very soon erect a big mill to develop the tract. The price paid was \$16 per acre. The company proposes to build at once seven miles of steel railroad.

A somewhat celebrated decision that affects



every non-resident holder of sixteenth-section timberland in the state of Mississippi has just been handed down by Judge Henry C. Niles in the United States Circuit Court at Jackson and is now being discussed with interest throughout the state. The question at issue was whether persons leasing the sixteenth-section school lands for a period of ninety-nine years could cut and use the timber and Judge Niles' decision is that they may do so. This case has presented an interesting combination of circumstances inasmuch as the Mississippi State Supreme Court has held that holders of the land cannot cut the timber thereon. Under the constitution of the state of Mississippi every sixteenth-section of land is school land and cannot be sold by the state. It is provided that it may be leased for a period of ninety-nine years and in all instances where there was timber on the land leases have been taken out. Some time ago the Mississippi Supreme Court took up the question as to whether this timber could be legally cut. A division of the Supreme Court resulted and a decision was handed down which affirmed the right of the holders to cut the timber. Subsequently the case again went to the Supreme Court, in which changes had occurred in the interim, and this time, though again divided, the court's decision was that the timber could not be cut. Non-resident holders went to the federal courts with their cases and Judge Niles has decided that they may cut the timber on the land. This has presented an interesting phase in the case in that while the non-resident holder may cut the timber under the decision of the Federal Court, the holder who lives in the state is prevented from doing so by the Mississippi courts.

### Toledo.

A very peculiar condition exists here which has resulted in such a congestion of the yards of the Toledo railways as never was known before. The car shortage has entirely disappeared and in its stead has come a general blockading of nearly all the available sidings with empty cars belonging to foreign lines. Toledo is a big distributing point and the army of foreign cars hastening homeward to avoid the per diem charges provided by the new rules is responsible for the congestion.

The Toledo Sash & Door Company has gone into the hands of a receiver. The order was made by Judge Morris last week, appointing Harry Ensign to take charge of the affairs of the concern. The action was taken at the instigation of the Blade Printing & Paper Company, one of its heaviest creditors. It is said that the claims will far outreach the assets.

The Schauss Parlor Frame Company filed articles recently at Columbus. It has an authorized capital stock of \$200,000 and it is understood will open a furniture factory in this city in the near future. The incorporators are Adam Schauss, Charles Schauss, K. Schauss, Clara Schauss and Edward C. Kabel.

Theodore Williams of Norwalk, Ohio, died at his home in that city last week, after an illness of several months, at the age of 88 years. He was owner of the Maple City Planing Mills and well known to the lumbermen of this section.

Receivers of the Pope-Toledo Automobile Company state that the plant will be continued in operation and the force of workmen will be increased until the plant turns out the usual amount of stock and utilizes the customary quantity of hickory and other hardwoods.

### Minneapolis.

Receipts of lumber and lumber products at Minneapolis during 1907 came to 11,585 cars. This was under the record for 1906, which was 12,715 cars. Shipments also showed a decrease, from 20,091 cars in 1906 to 18,167 cars last year.

The local mills got out new lists on northern pine Jan. 2, reducing the prices in their former

lists all along the line, \$1 on common boards and \$2 on most other items in the list.

The annual meeting of the Mississippi Valley Lumber and Sash & Door Salesmen's Association was held Dec. 27 in the Lumber Exchange. A resolution was adopted expelling from membership Harry V. Scott of the Gordon-Van Tine Company, Davenport, Iowa, the big mail order concern that was behind the indictments found against nineteen retailers by a federal jury here recently. The reason given was that Mr. Scott "has engaged in a line of trade, the character of which violates the recognized ethics of honorable business, and is treasonable to this organization and which is a menace to the trade of the retail lumbermen of the country and to the vocations of the members of this association." Mark H. Moulton was elected president of the association, H. T. Bonham vice president, T. M. Partridge treasurer, and these three with A. W. King and W. W. Vawter were made the executive committee. J. F. Hayden was chosen secretary.

There will be the usual big doings here Jan. 14, 15 and 16, when the Northwestern Lumbermen's Association holds its annual convention in the city. A Hoo-Hoo concatenation will be held the evening of Jan. 15, with George B. Webster as vicegerent snark.

John C. Hill of the John C. Hill Lumber Company, St. Paul, is out again after a serious siege with the grip. B. W. Smith of the City Sash & Door Company is also out once more after an illness.

The Coffin Box & Lumber Company does not now expect to start its new plant at Minnesota Transfer before May. There have been some delays in putting the buildings in shape. They have a good stock of logs of different hardwoods, which will be sent in by rail to be worked up into baskets, berry boxes and some hardwood lumber.

No answer has been received by the railroad committee of the Northwestern Hardwood Lumbermen's Association to their demands with regard to overweight claims, which were presented Dec. 3 at a meeting with traffic officials and F. E. Becker of the Western Railway Weighing Association. The hardwood men have had no satisfaction either with regard to pending claims, not one of which has since been acted upon, one way or the other. The question will be taken up in earnest again at the association's monthly meeting on Jan. 13.

### Charlotte.

Fire at the plant of the Sherwood Bobbin & Manufacturing Company of Greensboro, N. C., the night of Jan. 3 caused a loss of something like \$75,000. The insurance carried is stated at \$62,000. The fire was confined to the boiler room and the dry kilns, of which there were six, stored with birch, maple and beech lumber. The storeroom is a complete loss. Also a large quantity of rough blocks was destroyed. The officers of the Sherwood Bobbin & Manufacturing Company are: President, O. C. Wysong; secretary and treasurer, M. S. Sherwood; vice president, N. G. Newell.

The plant which the Lee Manufacturing Company of Thomasville, N. C., is building to replace the one destroyed by fire some time ago, is about completed and will soon be in full operation. The Bard Lumber Company's plant at Thomasville began operations Jan. 10. This is one of the best equipped plants in the "chair town."

The hardwood manufacturing plant of J. H. Wearn & Co of this city resumed operations Jan. 2, having been closed since the day before Christmas. The company distributed \$300 among its employees in Christmas gifts. Mr. Wearn states that notwithstanding the recent financial stringency his company did the largest business in its history during the year 1907.

The High Point Bending & Chair Company of Siler City, N. C., whose large plant was de-

stroyed by fire on Dec. 22, will rebuild the plant at once on a much improved scale. S. M. Tomlinson of High Point, N. C., is president of the company and M. J. Boling of Siler City, secretary.

Owing to the financial stringency and the inability to find sufficient market for their goods the plant of the Waynesville Hardwood Company of Waynesville, N. C., was closed down temporarily Dec. 27. The plant gave employment to about fifty hands. It is thought operations will be resumed when the situation clears up.

Sim Smith has purchased an interest in the Taylor Cannady Buggy Company of Oxford, N. C., and is now vice president of that concern.

The mills of the Atlantic Coast Lumber Corporation, the Gardner and Lacey mills and the Winyah lumber mill, all located in the Georgetown, S. C., section, closed down Christmas for the holidays. The Gardner and Lacey mills will resume operations in a few weeks and the mills of the Atlantic Coast Lumber Corporation will take up work as soon as certain repairs can be made. This company distributed among its 2,500 employees \$75,000 at Christmas time. During the time the mills are idle, most of the employees have been busy at repair work, not losing any time on account of the closing down.

The Lyon Furniture Company of Spartanburg, S. C., one of the largest furniture manufacturing plants in that section of South Carolina, has been declared bankrupt. Liabilities have not been stated.

### Wausau.

The sawmill owned and operated by Isaac Runnoe, near Pound, was recently destroyed by fire; loss about \$7,000; no insurance. This is the third time Mr. Runnoe has lost his mill by fire, the last time about four years ago, each time a total loss and no insurance. It is doubtful if it will be rebuilt.

William H. Hatten, president of the Hatten Lumber Company of New London, has announced his candidacy for United States senator, to succeed Isaac Stephenson. If Mr. Stephenson is a candidate for re-election, as his friends think he will be, there will be two lumbermen in the race.

The Ingram Lumber Company, with plant at Ingram, is clearing space for a new mill which will be built to supply the demands made upon the concern. The company is cutting 200,000 feet of mixed hardwoods daily and is employing 200 men. The officers are C. S. Curtis, president; F. H. Pardoe, vice-president; A. H. Clark, secretary-treasurer.

Allie Hawes, lumbering in the Crandon hardwood belt, adds novelty to camp life occasionally by treating his crew to suppers of victuals out of the ordinary and by giving dances. The neighboring farmer girls are invited in to "hoe it down" with the "lumberjacks" and they obligingly respond.

The sensational case of James Donovan, a millionaire lumberman of Chicago, against La For a S. Barker, senator Thomas C. Platt and J. Platt Underwood for \$10,000,000 will be tried soon. Donovan's suit against Baker dates back thirty-seven years, when they were partners in the lumber business before Baker was alleged to have looted the banks of Big Rapids, Mich., of over \$2,000,000 and then disappeared. The case involves 52,000 acres of land in Vilas and Forest counties and 12,000 acres in Michigan. Donovan has another suit pending against Platt for \$3,000,000. Baker was supposed to be dead until Donovan proved otherwise. Donovan says this trial will settle the dispute as to whether or not Mae Wood will receive a third of Platt's millions.

George W. Troegner of Neillsville has closed his saw and planing mills and next spring they will be converted into a table factory. This is



the last sawmill of any importance in Clark county, once famous for forests.

Frank Blandin of Crandon has taken another contract to furnish 2,100 pieces of maple piling to be used in the foundation of Chicago's new \$20,000,000 depot.

The Viking Lumber Company of Wittenberg has moved its offices and the building vacated has been taken by Mylrea & Gooding, who purchased and have taken possession of the Viking Company's mill property.

The Doyon-Rayne Lumber Company, with headquarters in Madison, on January 1 purchased the E. R. Nichols & Co. lumber yard in Whitewater. G. A. Sprengel of Madison will have charge of the Whitewater business. Mr. Nichols, who retires, has been in the business twenty-three years.

The Colby Southern Land and Timber Company recently filed articles of incorporation with the register of deeds in Wausau. The company is capitalized at \$50,000. The incorporators are R. B. Salter, John F. Lamont, J. W. Salter, W. W. Albers, E. C. Kretlow and others, all living in Wausau or vicinity. The company owns a large tract of oak and gum land in the state of Louisiana and will add to its holdings.

The Marshfield Manufacturing Company has just issued a neat catalogue of sixty pages.

The Chicago Lumber Company's mill at Manistique, Mich., was destroyed by fire recently, loss \$100,000. The fire started from an overheated friction feed. Henry Hamell, fifty-two years old, night foreman, and Andrew Norton, sixty-five years of age, laborer, were burned to death. The mill was built in 1876. A special meeting of the directors will be held in Tonawanda, N. Y., to consider plans for the future.

R. F. Hanover of Merrill has taken charge of the Standard Lumber Company's yards in Winona, Minn.

Buman Bros.' mill near Marathon City will start sawing a stock of hardwood soon. The firm owns a large quantity of timber but will reserve it for future use. Logs will be purchased this winter of farmers.

The Flambeau Lumber Company at Lac du Flambeau has resumed operations in all its camps and the sawmill of the company will be put in operation in a few days. The company will put on a double crew at the camps to make up for the time lost since work was suspended six weeks ago on account of panicky times.

Shipbuilders in Wisconsin port cities are resuming operations and are again in the market for all kinds of hardwood ship timber. At Superior the force of 450 men will be increased to 1,000.

The Brooks & Ross Lumber Company's mill at Schofield will soon resume operations, after an idleness of several months, and will run night and day.

The Badger Box and Lumber Company of Grand Rapids expects to saw 2,500,000 feet of hard and soft woods before spring.

Many loggers who suspended operations a few weeks ago on account of the money scare will resume operations, though the men will be obliged to accept reduced wages.

#### Ashland, Ky.

The Nigh Lumber Company's sawmill at Ironton has closed down for general repairs after a continuous run for fourteen months.

Fred McConn, who was teller at the Second National bank of Ironton, has been appointed secretary and treasurer of the Whisler & Searcy Lumber Company.

Robert Carter, a member of the Carter Bros. Lumber Company of Carter City, Ky., was accidentally shot and killed by a friend with whom he was hunting during Christmas week. Mr. Carter was a splendid man and will be sadly missed from both the social and business circles of the section where he lived.

The count of the merchantable timber standing on the Stafford property, on Harry's creek,

a tributary of the Guyan river, has been made and over 1,000 trees have been marked and branded. They will bring Mr. Stafford over \$17,000, or \$14.50 per acre. The timber is well located for marketable purposes and will doubtless be promptly used by the purchasers, C. W. Campbell and J. D. Lowry, of Huntington, W. Va.

The fine new mill of the W. H. Dawkins Lumber Company in Ironton, O., is now in full operation and prospects are good for a steady run during the winter.

Sam Copley, a prominent young lumberman of Inez, Ky., and Miss Margaret Preston, of Paintsville, were recently married at the bride's home.

The W. M. Ritter Lumber Company has shut down its mill at Maben, W. Va., throwing a large number of men out of employment.

The Giles Wright Lumber Company has filed articles of incorporation with the secretary of state of Kentucky under the firm name of the Wright-Saulsberry Lumber Company, with a capital stock of \$75,000 paid up. The following officers, who are also directors, own all of the stock: Giles Wright, president; E. L. Saulsberry, vice-president and treasurer; J. E. Burke, secretary. The change went into effect January 1. This company owns and operates a large mill between Ashland and Catlettsburg and has been very successful during the past year.

W. H. Dawkins has gone to French Lick Springs, Ind., for a two weeks' sojourn.

H. G. Irwin, of the Licking River Lumber Company, Farmers, Ky., is in the north on a month's business trip, which will include Ohio, Michigan and Canada.

Justus Collins and R. Y. Hubbard have been appointed receivers for the Interstate Lumber Company, a corporation composed of Charleston, W. Va., stockholders, including N. P. Perkins, president; Justus Collins, vice-president; F. S. Brown, secretary and treasurer; J. A. Latham and Mrs. Lucy G. Collins. The application was made in the case of Justus Collins against the company. The liabilities are \$52,000 and assets \$40,000. The company is the owner of a contract covering timber on a tract of land containing several hundred acres in Fayette county, West Virginia; also a number of contracts covering timber on 2,000 acres in Raleigh county, and it is thought that by proper handling the assets of the corporation will yield sufficient to satisfy all of the general creditors. Mr. Collins is the largest stockholder in the company and is also a creditor to the amount of \$24,000.

The Kentucky court of appeals recently passed on the famous Virginia land grant cases, deciding them in favor of the people. These cases involved 275,000 acres, rich in coal and timber and situated in Pike, Floyd, Knott and Letcher counties, Kentucky, and were somewhat similar to the famous King land case in West Virginia. A lot of land speculators got hold of some old Virginia patents to lands in these counties and strove to dispossess the later owners, who had lived on the property for years and paid taxes on it. The matter has been fought for years and its final settlement means much for the development of that section.

T. G. Stewart of Winchester, Ky., representing a syndicate of Pittsburg capitalists, has acquired 15,000 acres of timber, coal and fireclay lands in Carter, Lawrence and Elliott counties, Kentucky, and will arrange to mine the coal and fireclay on royalties and develop the timber and kegwood, the latter being estimated at 50,000 cords.

The lumber belonging to the Pendegast Lumber Company at Eugene was burned one night recently, 300,000 feet being destroyed. It is supposed to have been set on fire by Roman candles fired by boys, as several empty hulls were found near the fire.

Persuant to general conditions, the Licking River Lumber Company of Farmers, Ky.,

posted notice December 16 that they would reduce all wages 10 per cent, taking immediate effect. Consequently their entire force of seventy-five men, not including foreman, struck. A meeting was called by the strikers at the court house, Farmers, to effect a settlement with the company. The company's resident manager and vice-president, N. Goodman, met the employees at this meeting and after considerable argument an agreement was arranged. The company was very fair and made some rental and other concessions and the employees were satisfied to accept the 10 per cent reduction. The company owns and operates one of the largest and best equipped hardwood mills in the mountains of Kentucky and employs large numbers of men in the mountains getting out timber, besides the men at Farmers.

#### Little Rock.

Judge Marshall L. Stephenson of Helena has been appointed receiver for the Bluff City Lumber Company of Pine Bluff, Ark. The receiver was asked for by Capt. J. B. York, one of the joint owners of the plant and who, with Col. J. F. Rutherford, the other principal stockholder, had been appointed co-receivers of the plant by the chancery judge of Jefferson county some two months ago.

The fight for the control of the plant has been between York and Rutherford and grew, to a large extent, out of the fact that York's son, Robert York, had been placed in charge of a number of important plant connections. In the original fight the chancellor, Judge Elliott of Pine Bluff, smoothed matters over by making the two men co-receivers. This did not seem to work very well. It was only a short time until the terrible Clio tragedy, in which two men lost their lives and another disappeared so completely that even his body has never been recovered. This disturbance, it is understood, grew out of the fight for control of the company's interests at Clio, where they have a plant employing some 300 men.

The next development was a suit for \$30,000 damages filed against York by Frank Chester, former auditor for the company at Pine Bluff, the suit being to offset what the plaintiff claimed as damages to his character for an alleged statement from York to the effect that Chester had given false testimony in a hearing in connection with the case.

On January 4 York applied to Judge Trieber of the Federal Court, Little Rock, for a receiver for the company. The entire day was spent in hearing the case, Judge Trieber even adjourning court to allow the principals another chance to arbitrate. Late at night, however, they reported it impossible to agree, and the order for a federal receiver was at once made, with instructions to the receivers in chancery to surrender to Judge Stephenson, the new receiver, all papers, properties, etc., in their possession relative to the company. A clash is expected between the federal and state courts over the order for the new receiver, as Chancellor Elliott had given instructions that no application should be made to the federal court.

The amount of liabilities of the company are placed at \$250,000. The holdings, however, of the company, in various parts of the state, are variously estimated at from \$3,000,000 to \$5,000,000, York and Rutherford being among the most wealthy men in the state.

The plant of the Minnequa Cooperage Company of this city sustained an explosion a few days ago which blew one of its immense boilers into the Arkansas river. The plant is situated near the river, and the force of the explosion was so terrific as to carry the boiler through the side of the building, across a railroad switch and into the river. Fortunately, no one was injured, although the plant sustained several thousand dollars damage by the accident.

Oscar Moore, prominently connected with the



Bradley Lumber Company at Warren, Ark., was married recently to Miss Nellie Thompson of that city. The groom is the son of Mr. and Mrs. I. J. Moore of Pine Bluff, with whom the bridal pair spent their honeymoon. Mr. and Mrs. Moore will reside in Warren.

Burglars blew the safe of the Summit Lumber Company at Junction City last week, securing \$500 in cash and \$1,500 in mill checks.

The Diercks Lumber Company at DeQueen has

shut down for thirty days. The mill employs 600 men.

The hardwood mill at Junction City has shut down temporarily, due to the slow market. At Prescott, however, the St. Mary's Woodstock Company's mill is doing a big business. The capacity of the mill is about 6,000 spokes daily, and it is running full time. The foreign trade, particularly with France, New Zealand and Australia, is good.

rate prices will need to do so at once, for the near future when trading becomes active will no doubt see a rise in value, as there is no hardwood stock piling up at mill centers. Taking the whole situation, things certainly look more promising than a few weeks back, but reaction from panics is usually a matter of time; therefore, it is deemed advisable to go slow. The hardwoods hold in about the same relative position as two weeks ago; some are holding firm, while forced sales have set some of the other grades to fluttering about uncertainly. Time, however, will soon regulate all this.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

The hardwood trade is still slow in the Chicago market, but nevertheless in the aggregate there is quite a volume of lumber moving. The furniture people have very thin stocks, but are not placing any orders save for immediate necessities until they can see the result of the annual furniture sales at Chicago and Grand Rapids. On the result of the trade secured at these two expositions will depend very largely whether furniture people will be generous buyers for the next few months.

A few big deals are being reported, but on the whole the local trade is confined to the hand-to-mouth variety of business. Local jobbers are very optimistic over the situation and believe that there will be a fair volume of trade between now and early spring.

### Boston.

For two months previous to the first of the year demand for hardwoods was rather quiet. Lumbermen began to receive inquiries again during the latter part of last month and now that the turn of the year has come without any serious failures in the trade a steady improvement is anticipated. While it is true that lumber is not bringing the top prices of a few months ago there has been no serious break in values and none is expected. Manufacturers of lumber have been under curtailment and some shutdown for several weeks. As a result accumulations are little larger, if any, than a few weeks ago.

A very fair export business is being done in oak with South American ports. Several vessels have loaded in Boston during the past few weeks for these ports. A report from English markets states that quite a little oak has been sent there from this country on consignment. Plain oak has been in rather large offering with the demand quiet. One-inch is held at \$49 to \$53. Offerings of quartered oak are not large. Previous to the advent of quiet business, stocks were very scarce and they have grown but little larger. Several lots where the mill needed ready money were sold at liberal concessions from the high level but regular business cannot be transacted on a lower basis than \$79 to \$83 for one inch, as manufacturers do not appear to be anxious sellers. We know of one sale that was lost last week because the seller would not accept a bid of \$83. Most sales are reported at \$80 to \$82. It is a fact that holders of quartered oak look for a larger business before long and are holding firmly for this to develop. There has been a very fair call for white ash and prices are well maintained under small offerings. Walnut is in moderate call. Birch and chestnut are steady. Whitewood, one inch, ones and twos, is quoted at \$59 to \$60. Cypress continues very quiet. Buyers are talking a further decline.

### New York.

Optimism is increasing in the direction that the market during the early part of 1908 is going to be sufficiently active to enable holders who do not sacrifice their stocks under present conditions to realize profitably thereon.

As to actual trade, there has been a fair run of small orders during the fortnight, mostly for prompt shipments on actual needs, but it has

totaled a sufficient trade to keep prices from showing any further readjustment. Then, too, the marked curtailment in the manufacturing of hardwoods is being both shown and felt in the light receipts in the local district. But better than all is the steady, although somewhat slow improvement in financial conditions and the readjusting process of lines of credit which is going a long way toward rehabilitating confidence and is giving buyers and dealers who are able so to do encouragement enough to branch out a little, and so far as the hardwood lumber business is concerned the general feeling all along the line is one of encouragement.

Another gratifying feature is the absence of any material forcing of the market—in fact, there does not seem to be any excess in offerings which are felt adversely in the price situation, and so far as the effect of the recent financial flurry is concerned it may be said to be entirely over so far as hardwoods are concerned and that the market will not show and further change to speak of except for the better.

Special comment is necessary in regard to the foreign mahogany and cedar trade in the local district at this time. The recent financial flurry plus what seems to have been a glutting of both the New York and London markets in the past month or two has resulted in a sharp decline in prices of about 2 cents all around on both mahogany and cedar, with the result that prices today rule about 6 to 9 cents on mahogany and 6 to 10 cents on cedar, according to kind and quality. These prices show a marked falling off from those of a year ago, when the shortage in cedar sent prices soaring, but it is currently believed in local circles that this readjustment will have a beneficial effect in holding back production at the various ports and enabling the market to readjust itself accordingly, and to this end it is generally recommended to shippers to hold consignments in both woods for a short time at least. In cedar conditions have changed in the last ten months from one of absolute shortage to quite a large oversupply with the consequent effect on prices.

### Philadelphia.

The excitement which usually attends the Christmas holidays, the ringing out of the old and the ringing in of the new year, accounts for the usual dullness at this time in trading. In spite of the money stringency and "panicky" conditions, the retail and department stores report one of the largest Christmas sale periods for years, which fact indicates that some of the hoarded money has been brought forth for circulation. Reports coming in from the large steel and structural iron concerns state that orders are coming in, and it is announced that these plants will undoubtedly be busy during the coming season. Plans are also being formulated which point to considerable building work for the early spring. Inquiries are beginning to come in from all sides, but on account of a few nervous concerns, which are trying to sell hardwoods regardless of price, some of the prospective buyers are taking advantage of this condition to hold off for lower figures. Stocks of good hardwoods are getting low with both yardmen and consumer, who must fill up the vacuum made by the woodworking concerns, which seem to be working right along, though not at full force, and those who expect to buy at the cut-

### Baltimore.

The dulllest period of the year in the lumber trade has come and gone, and hardwood dealers, as well as manufacturers, once more look forward to the future with expectation of better things. Quotations, especially those on the low grades of oak and other woods, have been more or less off, but the better kinds of lumber have been in relatively strong demand at figures little lower than those which ruled during the period when values generally were at their height. Stocks in the hands of dealers have been allowed to go down until filling orders is a necessity, while the mills, under the influence of the unsatisfactory financial conditions, deemed it best to go slow, with the result that they closed the year with stocks very small.

Some of the big consumers manifest an inclination to increase their purchases and there are other evidences of a revival of activity. Poplar appears to be holding its own. This wood continued in active request almost right up to the holidays. Boxmakers, in particular, have been liberal consumers. Few years have developed so much business in this direction as the fall end of 1907. The export trade continues quiet, a condition due not so much to the absence of any spirited demand as to the uncertainty as to what the freight rates will be for the current year. Until this question is settled, a disposition will prevail to postpone making ocean rate contracts and the movement of stocks will be affected accordingly.

### Pittsburg.

Lumber affairs have passed the doubtful stage in Pittsburg. It would be idle waste of words to say that everybody was doing business as that phrase is generally understood. After the hard blow which the lumber business received in the last months of 1907, it is not expected that it will regain in a hurry its former buoyancy. But the turn has come. Signs of improvement are evident in many quarters and orders are beginning to stray in, or rather to be dragged in, for it is the firm which goes after business with all its force that is going to land the desirable trade this year.

Considering the fact that the inventory season is hardly over, that many firms have not yet got their 1907 books balanced to their satisfaction and that general activity in mercantile business and in the manufacturing world will not be seen for a week yet there is a very fair volume of trade in lumber. Some good orders are actually being taken, something which the careful observer had reason to doubt many a time since November 15. Prices are off considerably in many instances, but are no lower than a month ago. Firms are putting their salesmen back onto the road and are preparing to push with all their grit into the 1908 market. They rely on several important factors to help them by February 1. One of these is the expectation that the banks—particularly the eastern banks—will by that time be discounting paper pretty freely. Another is that all signs point to a very good building year in 1908. Building materials and lumber will be somewhat cheaper and the labor question promises to be far less troublesome than in the last three years. Moreover, those men with ready money who are now hoarding it are expected to tire of this policy



very shortly and to put their cash into building.

With the market largely in a waiting stage at present the prices of hardwood lumber are not breaking. Quotations on a few woods are even higher than a month ago. January is starting off with more actual business booked than either the first week in November or December, which is very encouraging. It is generally admitted, too, that collections are much better than any time since October 15, and just as soon as men get money they are going to do business. Throughout the Pittsburg district there is a steady and rapid revival of activity in the steel, iron and coal business and thousands of men have been put back to work since Christmas. Last week fully three-fourths of the Pittsburg banks made out their pay rolls for the big concerns in real hard money and do not anticipate any further need for clearing house checks.

As a rule birch is still quiet, though some dealers are moving it. There is a ready sale for ash and quartered oak, but plain oak is slower. Chestnut, elm and basswood are too scarce to be weak and the supply of poplar is even less up to the natural demand. The general idea is that after the furniture expositions are over there will be quite a resumption of buying.

#### Buffalo.

Business is slow here, as it always is at this time of the year. December business and present inquiries do not give much of a cue to the future and dealers are awaiting developments. Some look for a steady increase in demand, believing that the money stringency is past and there is nothing to influence business now, while others are squinting at the failure of two concerns just reported and wondering if there are going to be any more. Business was unsteady in December, but as a rule there was more demand than was generally expected, and if January is better than December there will be no cause for complaint. Almost everybody is taking inventory now and the yards are pretty nearly idle otherwise. There is confidence in the future and it is expected that things will pick up soon.

#### Bay City and Saginaw.

There is some movement in lumber, but the trade has been usually quiet during the holidays. Dealers, however, state there is some inquiry; prices hold firm and conditions presage a fairly good business when the season opens. Stocks have been so light and the inquiry so limited that there has been no occasion for price cutting. All information is to the effect that the market is holding up as good as last year with good prospects. Manufacturers state that the output will doubtless be much lighter this year than last, which will tend to strengthen the market.

#### Columbus.

Improvement continues to be the rule in the Columbus hardwood market, and preparations are being made for increased orders and higher prices are expected to prevail before long. Buying is still done in limited quantities, but traveling salesmen who have penetrated the rural districts and small towns report small stocks, which is taken as a hopeful sign.

News that many manufacturing establishments using hardwoods are preparing to reopen is considered one of the best features of the situation. This will strengthen the market for ash, oak, maple, cedar and other woods used in manufacturing.

Poplar is still strong and prices are unchanged from the previous week. Firsts and seconds are exceptionally strong. Oak is stronger, especially in the quartered variety. Prices are still off, however, from the figures of several months ago. Maple, ash, cedar, hemlock and other hardwoods are quiet.

#### Indianapolis.

While hardwood prices are slightly off it is not expected that they will continue so long for better conditions seem to be in sight already.

Furniture factories are buying very little stock, while building is practically at a standstill, operations last month being 75 per cent less than in December, 1906. So far this month building has not been much better. Yards are not very well supplied with stock, but are doing little buying.

#### Milwaukee.

Notwithstanding the three dull months of last year, when little business was done by the hardwood dealers of Milwaukee, their 1907 record shows an increase over that of the previous year. Lumbermen are in the midst of inventory at this time and no figures have yet been given.

Prospects for an early spring business never were better and the lumbermen are of the opinion that the presidential year will not be as dull as many of the pessimistic picture it. The holiday quietness is still on, but another week will see the trade picking up. The mills in the state now in operation are cutting principally hardwood. Stock in the yards is low at this time and buying will no doubt be lively in a short time. Inquiries continue to come in and not a few orders were filled during the past week. Prices remain firm, but there are no indications of any advances just now.

#### Bristol, Va.-Tenn.

Hardwood trade conditions in this section show unmistakable evidences of decided improvement since the first of the year. There is a much better tone to business and the outlook is infinitely brighter. Lumbermen have faith in the stability of monetary affairs generally and feel that business will have substantially recovered within the next few weeks. Many mills are still closed and there seems to be a tacit understanding between the manufacturers to keep the output of this section down.

It is the consensus of opinion that the business depression is about over and that conditions will rapidly resume their normal state and prosperity soon abound on every hand again.

#### Cincinnati.

There has been considerable improvement noted in the hardwood situation during the last two weeks. Of course the demand has not increased to any great extent, but still consumers are showing more confidence. Several large dealers have received notices to fill orders that were sent some time ago, and others report a little new business. The furniture and box manufacturers who were closed down for some little time have resumed operations, and their inquiry for wood is already being felt. Business will be on a larger scale from now on, and as soon as the money shows further relief the demand will return to its old standard. Poplar is still the best selling item in the hardwood list, while more inquiries are being received for oak, both quartered and plain white. Walnut, hickory, cherry and cypress are in fair demand and generally about steady. Cottonwood and gum are not as good as they might be, but they are expected to pick up before the next fortnight. Generally the hardwood situation assumes a brighter outlook, and the feeling among lumbermen is that the worst has been experienced in the market and soon the demand will be as good as ever.

#### Evansville.

Lumbermen have been busy the past fortnight closing up the affairs of the past year and getting ready for operations for the new year. They are very optimistic over the present conditions of the hardwood market and are looking forward to a general resume of business about Feb. 1. Furniture factories that have been closed down since the financial depression

ruled are generally starting up. The market is firm with perhaps a little falling off in plain oak and ash, especially in the common grades. Quartered oak is firm.

#### St. Louis.

The hardwood situation is more encouraging than it was a couple of weeks ago. The dealers are better satisfied with conditions. As soon as stocktaking is completed in January, it is believed that buying will begin, as the country stocks have been badly broken and in some sections they have been almost depleted. For this reason they think that orders will begin to come in very soon after the first of the year. Prices are as a rule stationary, although some items have advanced.

#### Nashville.

There has been little trading done by local lumbermen for the past few days, as they were all busily engaged in taking stock. With that work out of the way, however, they are now looking to the future. A decidedly better tone rules now and dealers expect things to improve rapidly. No one is cutting prices. As soon as the financial flurry came up the Hardwood Manufacturers' Association took prompt action, resulting in general curtailment, advocated most urgently by President Ransom and Secretary Foster, and the effect has been most wholesome. Curtailed production has resulted in the maintenance of prices. In addition, a shortage of lumber is expected generally and no one expects that prices will decline in any line.

Business is still reported quiet, however, as might be expected. Quartered white oak is in good demand. Hickory and ash are both good sellers. Plain oak is slow, as the yards are pretty well stocked up on this wood. Chestnut is slow, owing to a lull in the building season occasioned by bad weather of the winter. Poplar is always in demand in this market.

The lumbermen are waiting for the banks to take "the lid" off a bit, and already things show a decided loosening up. As soon as the banks begin to take paper and money moves more freely local dealers state they will turn the coin into lumber straightway.

#### Memphis.

There is not a strong demand for hardwood lumber in this market at the present time. There is some business coming through, but orders are rather distressingly scarce taken as a whole and some members of the trade go so far as to say that they have never seen such a small amount of new business offering. But, even with such a condition, the trade is disposed to take a rather cheerful view of the outlook. It is recognized that the worst of the financial trouble is past and that stocks in the hands of hardwood consumers are exceptionally light, thus furnishing reason for the belief that there will be considerable activity once buyers begin operating. There is no surplus of hardwood lumber, thanks to the recent heavy curtailment of production and there will, in all likelihood, be none for some time. No great activity is expected during the next three or four weeks even by those who are most optimistic regarding the outlook. But the trade believes there will be material increase in demand by Feb. 1 and that there will be a fairly satisfactory spring demand. Shipments during the past fortnight have been on a comparatively limited scale, but the amount of lumber now being placed on sticks in this section is perhaps not more than 25 to 30 per cent of normal for this period. Export demand is relatively better than that in the United States, but even this is not what would be termed good.

There is a fairly good movement in poplar. This lumber is scarce and prices are firmly maintained for this reason. There have been some moderate sales of this lumber during the past few days. Ash is a good seller in most



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## MEMPHIS, TENNESSEE

grades and, like poplar, is scarce and firm. There is some demand for oak, both plain and quartered, red and white. Recently there was little inquiry for the red of any description but more inquiries have been received during the past few days and some fair-sized orders have been booked therein. Gum in the low grades is in good request, but there is no great amount of the class of material used in box factories available. There is only a moderate request for gum in clear saps and the higher grades. There is a good movement in low-grade cottonwood and prices are well maintained thereon. Offerings are light. The upper grades, with the exception of box boards, meet a rather limited request at the moment. Box boards are scarce and the few held here are in strong hands. There is only a limited inquiry for cypress. The amount of this offered by local wholesalers and manufacturers is comparatively free and this is a factor in the easiness displayed.

### Toledo.

With the passing of the holiday season the hardwood market is rapidly improving. A number of manufacturing plants which have been closed down for several weeks for repairs and inventory have again started up and there is promise of others following. The mild winter weather thus far has led to considerable building and there is some consumption of hardwood along this line. There is also a promise of some fairly heavy construction work among the various railways here as soon as spring opens.

Poplar, basswood, oak, ash, chestnut and hickory are all in fair demand, although incoming shipments are not heavy and local stocks are not abnormally large. It would therefore seem that with the advent of spring, with its increased consumption in the building field, the promised railway construction work, and the increased consumption by local factories will create a strong demand. Prices are firm and it is thought that having withstood the off-season to this date, there is little danger of a decline now.

### Minneapolis.

Wholesale dealers here are closing up their inventories and getting ready for a resumption of trade, but at the present time are not getting business to any extent or looking for any. Most of their customers are likewise rounding up inventories and closing their year's accounts and there is little buying. Retail yards in the Dakotas have finished inventory work, but are not buying general yard stocks at this time and the mixed car demand is hardly in evidence at all. Most of the twin city furniture and woodworking factories were closed down during the holidays, but are running again with good prospects and there is going to be some hardwood demand a little later.

For the most part prices are stiff, but there is some weakness in sympathy with pine. White pine has been reduced \$1 and \$2 a thousand, which has its effect on basswood and birch culls. All this lumber is scarce, but users of it seem well supplied so there is little market for the small stocks that are left. Birch is not abundant, but as trade is slow there are some concessions being made. Basswood is holding up well and other northern hardwoods are almost impossible to find in any quantity. Dealers here report rather free offerings of southern oak, especially inch red oak and it is said to be some easier in price. White oak appears to be in better shape. There is no northern oak on the market. The northern cut of hardwood logs is going to show a big reduction, estimated as heavy as 50 per cent. Logging operations have been quite successful so far, according to all reports.

### Charlotte, N. C.

With the opening up of the new year the situation among North Carolina lumbermen shows decided improvement over that prevailing some

weeks ago. It is thought that many of the plants that were closed down during the financial trouble will resume work in the near future. The market seems to be stronger and prices on the local market are picking up. One of the largest hardwood dealers of this city states that while the panic has kept him from buying as much hardwood as usual at this time of the year he has paid the regular prices for the various grades. There has been no serious complaint of car shortage and with conditions growing brighter each day in the financial world, North Carolina lumbermen hope to be enjoying a normal business in a few weeks.

### Little Rock.

There is a decided improvement in general conditions over the status of two to four weeks ago. True, there are a number of mills throughout the state now idle, but the panicky feeling is fast disappearing and millmen are quite hopeful of an early resumption of operations. In fact, it is more favorable for the hardwood outlook just now, perhaps, than has been the case for three months. The majority of the institutions that have closed down in the southern part of the state are pine mills, and this condition was forecasted several weeks before the financial stringency set in.

### Liverpool.

Trade here is very much on the same basis as when last reported—very quiet and without any outstanding feature. The import of hickory logs is practically nil and it is surprising that shippers should be so slow in sending forward. Buyers here are clamoring for it and any price almost could be obtained. The importance of getting all the available wood here early cannot be too much emphasized. Mahogany is again easier, mainly under the influence of a high bank rate coupled with an increased import. Canary whitewood and oak planks are easier and holders seem rather nervous of coming events. Ash planks are out of demand, business with the principal buyers of this stock being very quiet and they being fully stocked. Large ash logs are being inquired for and holders of this stock should not hesitate to send what they have to this port as they will realize good values. The smaller second growth wood is not wanted and should not be shipped, as the market is overstocked.

## An Interesting Story

By the Russel Wheel & Foundry  
Company of Detroit, Mich.  
Entitled:

## "How Much Can I Save at the End of the Year"

Treats of the actual accomplishments of Russel Skidding and Loading Machinery; it should be of absorbing interest to all Loggers.

The authors are always ready to repeat it to interested parties.

## POPLAR

Rough and Dressed  
SOUTHERN HARDWOODS

**M. A. HAYWARD**  
1021 Saving and Trust Bldg., Columbus, O.



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# HARDWOOD RECORD

- Reaches more manufacturers, jobbers and consumers of Hardwood Lumber than all the remainder of the lumber trade press combined.
- Prints more hardwood news than all the remainder of the lumber trade press combined.
- Is not only the only hardwood paper, but the best lumber paper printed.



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Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYES WANTED.

### A FIRST CLASS HANDLE MAN

As assistant foreman wanted. Ability to manufacture high grade "D" shovel handles is the most important qualification.

PITTSBURG SHOVEL COMPANY,

Leechburg, Pa.

## EMPLOYMENT WANTED

### WANTED GENERAL MANAGEMENT

Of reliable sawmill operation, manufacturing 50,000 to 75,000 feet per day. Hardwoods or pine—North or South. Thoroughly practical experience in all departments. Good systematizer. Extensive and valuable acquaintance with requirements Central and Eastern states. Highest references. Address

"BOX 711," care HARDWOOD RECORD.

### EXPERIENCED HARDWOOD MANUFACTURER

Salesman and Office Man is open for engagement of responsibility. Address "McC.," care HARDWOOD RECORD.

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### ROCK ELM WANTED.

1½" and 2"—60,000 feet No. 1 common and No. 2 common, for immediate shipment, all rail.

1½" and 2"—100,000 feet No. 1 common and No. 2 common, for shipment summer 1908, water delivery, New York.

INDIANA QUARTERED OAK CO.,

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### ELM, BASSWOOD AND BIRCH WANTED

1" 1sts and 2nds rock elm.

6/4, 8/4, 10/4 and 12/4 log run rock elm.

1" 1sts and 2nds end dried white basswood.

1" No. 1 common and better dry birch, unselected.

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### ROCK ELM WANTED

For shipment during February, March and April next, 300,000 feet 2½" and 3", 6" and up wide, 10-16' long. Will inspect and pay cash at shipping point.

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4 1" and 6 1" sound wormy chestnut cut to dimension. Stock to be kiln dried or well air dried. Address

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200,000 ft. 28" and up White Oak logs.

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3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.

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### 1,400 ACRES OF LAND

For sale, covered with the best white oak and pine, estimated at 9,000 ft. per acre; seven (7) miles from a R. R., Fulton Co., Ark.

This must be disposed of at once. Price \$8 per acre, or will sell timber at \$1 per M stumpage. F. H. EARL MANUFACTURING CO.,  
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### SOUTHERN TIMBER LANDS FOR SALE

Have some exceptionally attractive propositions in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,

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### SPLENDID OPPORTUNITY.

I have several tracts of very fine white oak, red oak, poplar, hickory, chestnut, and pine and other timbers for sale in southeast Kentucky and Fentress county, Tennessee. Also fine coal propositions. New railroad being constructed through these tracts. For particulars write

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### ALBERT FRIEDSAM

Buys and sells timber lands. West Virginia stumpage a specialty. Some bargains in oak, chestnut, hemlock, etc. Can furnish large or small tracts. Correspondence invited with those who wish to buy or sell. Address

619 Park Building, Pittsburg, Pa.

Long distance Bell phone 644 Grant.

## TIMBER LANDS WANTED

### TIMBER OWNERS.

I am in the market for timber lands, hardwoods or longleaf pine, from owners only. No brokers. O. B. LAW, 85 Dearborn St., Chicago, Ill.

## LUMBER FOR SALE.

### FOR SALE.

One car each 4/4 and 8/4 dry plain oak.

One car 4/4 and 8/4 hickory.

Two cars chestnut poles, 20' to 35'.

A. D. SACKETT, New Lebanon, N. Y.

## POPLAR AND OAK LUMBER FOR SALE

We have 200,000 ft. dry poplar, 4 1" to 8 4" log run, and 100,000 ft. 4 1" plain white oak, log run. We prefer to sell this on grade, all grades in same deal. Will sell either poplar or oak separate. This is all nice clean stock, 30 to 40 per cent 1sts and 2nds, nothing picked out.

BUCHANAN & GOWER, Waynesboro, Tenn.

## HICKORY WAGON STOCK FOR SALE.

Automobile spokes a specialty. Write us if there is anything you require in hickory, including handles of all kinds.

PLACE BROTHERS,

131 State St., Boston, Mass.

## MAGNOLIA AND RED GUM.

Wanted to cut to order one million feet or more unusually choice Magnolia trees, also Red Gum; winter cut logs. Daily capacity, 20,000 ft. Address

SOUTHERN SAW MILL CO., LTD.,  
New Orleans, La.

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### BAND MILL FOR SALE.

Smith, Meyer & Schnier 6' band mill and filing room machinery. Good as new. Has not sawed half million feet. Address

"S. B. E.," care HARDWOOD RECORD.

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### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

### RAILS AND LOCOMOTIVES.

All inquiries for industrial railway equipment listed before Record readers will find ready response.

HARDWOOD RECORD, Chicago, Ill.

## BUSINESS OPPORTUNITIES

### GOOD MILL

Connections for poplar, basswood and hardwood and yellow pine timbers, also dimension hardwood mill.

GEORGE I. MCCLURE, Detroit, Mich.

### FOR SALE OR TRADE.

Saw and planing mill. Up-to-date hemlock and hardwood circular mill for sale or trade at a sacrifice. Easy terms. Going out of business. This is a snap and no joke.

432 LUMBER EXCHANGE, Minneapolis, Minn.

### WANTED—CONTRACT

Sawing by M. Experienced man with circular mill. Will move anywhere, South preferred. Address

"R. G. J.," care HARDWOOD RECORD.

## MISCELLANEOUS

### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address

Editor HARDWOOD RECORD.

# Will You Try a Fox Typewriter



W. R. FOX  
President Fox Typewriter Co.

**At My Expense** I invented the Fox Typewriter and manufacture it today. I know just how good it is.

I know that it is a better typewriter than any other typewriter ever built.

I know other typewriters of all kinds and I know that the Fox has every improvement and every feature that any of them has—and more. I want to place a Fox in your office at my expense and have you compare it part for part, feature for feature with any other typewriter.

I will let the typewriter speak for itself. All I say about it and claim for it will be demonstrated by the machine itself more convincingly than I could tell it.

Then I want to leave the decision to you. If you want it then I will either sell you one direct on favorable terms, or my nearest representative or dealer will do it for me. If you already have a machine we will take that in part payment.

All you have to do is to fill out the coupon below and mail it to me today.

## The Test or Trial Will Not Cost You a Penny.

This is the way I sell typewriters; it is a good, fair, honest way. It has not a weak link in the chain of fairness.

I do not belong to any trust and nobody dictates the price I shall sell at or how I shall sell.

That's my business.

I sell my machine strictly on its merits, not for what it used to be but for what it is today.

It is no joke to successfully sell typewriters in competition with a big trust. My machine has to be better than others (not simply as good) to stand a chance in competition. It is better.

If the machine is not as good as I say it is it would have been impossible for me to build up the enormous business I have, because today I am selling thousands of Fox Typewriters—in every civilized country in the world.

All the writing on the Fox is always in sight and directly in the line of vision, the writing line is indicated and the printing point is pointed out so that the Fox is just what I claim, a perfect visible typewriter.

The typebar and hanger are the heart of a typewriter, that means they are the most vital part, a weak typebar means a weak typewriter. Show me a typebar-bearing that is narrow and has no wearing surface and it tells me that under hard wear such a typewriter will not retain its alignment and sooner or later get out of order.

On the Fox the bearing is wide and the bar heavy and will stand years and years of hard work.

Then again with the Fox, one machine is equipped to do all kinds of work—letter writing—invoicing—billing—tabulating figures—stencil cutting and heavy manifolding, anything any typewriter can do the Fox will do—and more.

You can buy one machine and two carriages of different lengths and change them at will.

You can lift the platen or writing cylinder right out and put in another in a second. You can write in two colors and you do not have to touch your ribbon from the time you put it on the machine till it is worn out.

You can do all these things and many more and do them better than you can with any other typewriter.

And remember this is the machine I want to place in your office for trial and examination at my expense. It doesn't cost you a penny to try it.

## Will You Do This?

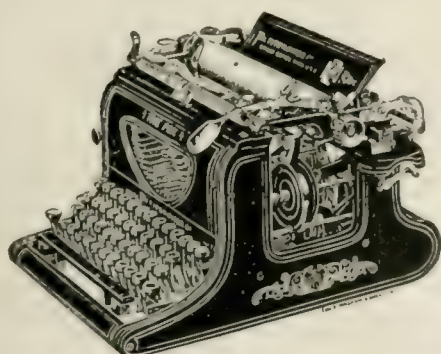
Let me appeal to you as a fair minded business man to at least be friendly enough to give me a chance to show you what I have. I am sure you would want me to give you such a chance if you had something to sell me.

All I want you to do is fill out and mail me today the attached coupon. Send it to me personally.

**W. R. FOX, President**  
Fox Typewriter Company

236 Front Street, GRAND RAPIDS, MICH.

Send for my catalog, which takes up the construction of the Fox in detail—it's free.



Trade in your  
Old Type-  
writer  
to  
me

Please arrange for a free trial of a Fox Typewriter without any obligation on my part.

Name \_\_\_\_\_  
Business \_\_\_\_\_  
Street \_\_\_\_\_  
Town \_\_\_\_\_



# BODLEY WAGON COMPANY

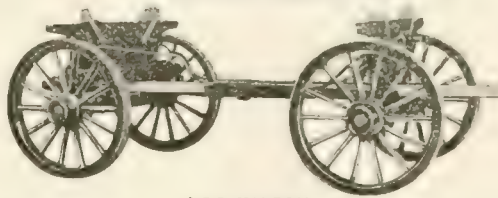
MEMPHIS  
TENN.

(ESTABLISHED 1832)



LOG CART

This cart is conceded to be the lightest running cart on the market.

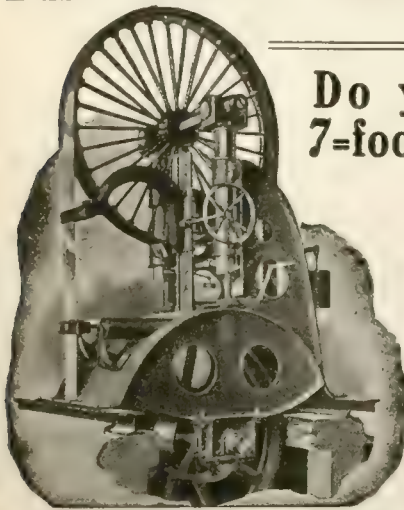


LOG WAGON

COTTON WAGONS, CANE WAGONS, TURPENTINE WAGONS, LOG WAGONS, CANE CARTS FOR OXEN AND MULES, BAGASSE CARTS, LIGHT CARTS, LOG CARTS, CONTRACTORS CARS AND CARTS, CANE CARRIER FEEDERS, DERRICKS, CANE SLINGS, HORSE POWERS



LUMBER BUGGY



## Do you want a 7-foot band mill?

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mfg. Co.**

Eau Claire, Wis.

## We Manufacture All Kinds of High-Grade Circular Saws

Shingle Saws  
Heading Saws  
Grooving Saws  
Edger Saws  
Bolting Saws  
Concave Saws  
Trimmer Saws  
Gang Saws  
Drag Saws, Etc.



Also Dealers in  
Saw Swages and  
General Saw  
Mill Supplies

Write for  
our new Catalog  
and Discounts

Special  
attention given  
to Saw  
Repairing

**Michigan Saw Co.** 101 to 109 Germania Avenue Saginaw, Mich.

## Save Your Money

By Using the

## RED BOOK

Published Semi-Annually  
in January and July

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the UNITED STATES and MANITOBA.

The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you.

WRITE FOR TERMS.

## Lumbermen's Credit Association

ESTABLISHED 1878

1405 Great Northern Building : CHICAGO  
116 Nassau Street : NEW YORK CITY

MENTION THIS PAPER

## CORRESPONDENCE SOLICITED

When you have anything to sell, or wish to purchase anything in the way of

## HARDWOOD LUMBER

CROSS TIES OR PILING

**Norval Osburn, Seaman, Ohio**



WHEN IN DETROIT

STOP AT

## THE TULLER

Adams Ave. & Park St.

Absolutely Fireproof

In the center of the shopping, theater and business district. A la carte cafe—grill-room. Service unexcelled. Every room has bath.

Rates, \$1.50 per day and upward.

**M. A. SHAW, Manager.**

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

**S. D. CHILDS & CO.**  
Chicago

We also make Time Checks, Stencils and Log Hammers.



## A New Year's Resolve

Whereas, I am engaged in business for profit—to make all I honestly can; and,

Whereas, I have learned by experiment that IT PAYS TO ADVERTISE,—

Therefore, do I resolve to advertise unceasingly but judiciously, during 1908, the goods I have to market.

Let the Hardwood Record consider with you your publicity for 1908. It has something special to offer. Write

## HARDWOOD RECORD

355 Dearborn Street, :: Chicago, Ill.



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the world. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND

### Robinson Cut-off Saw Gauge

**Best and Cheapest on the Market**

Adjustable and automatic stops.

Entirely NEW principle—not copied after any other gauge.

Sent on 30 Days'  
Trial

Entire Satisfaction  
Guaranteed.

Patent  
Applied  
for.

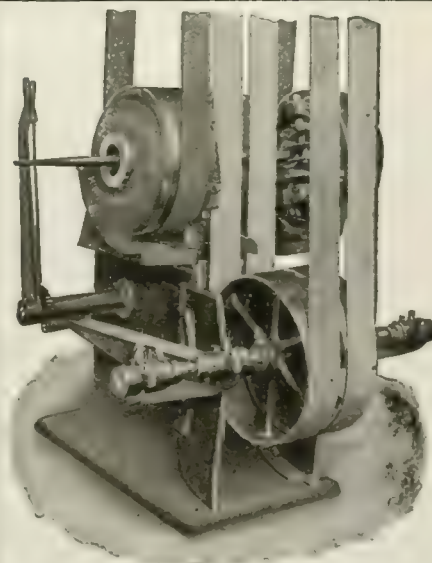


Hardwood Rail, making continuous straight edge, plainly marked in feet and inches from saw with rule-maker's dies. Handy to use for cutting odd lengths for which it is not worth while to change the stops.

Round Steel Rod, threaded, so stops cannot be jarred along, but easily changed when so desired. At one point in the turn all the threads disengage and stop can be slid along the rod and re-engaged at the desired distance from the saw.

**LOW PRICE**

**J. J. Robinson Co., Bloomsburg, Pa.**



### The Nash Automatic Sander

FOR ALL ROUND STOCK WORK

A wonderful labor-saving machine.  
Pays for itself in a short  
time. For particulars  
address

**J. M. Nash** 842-848 Thirtieth St.  
MILWAUKEE, WIS.

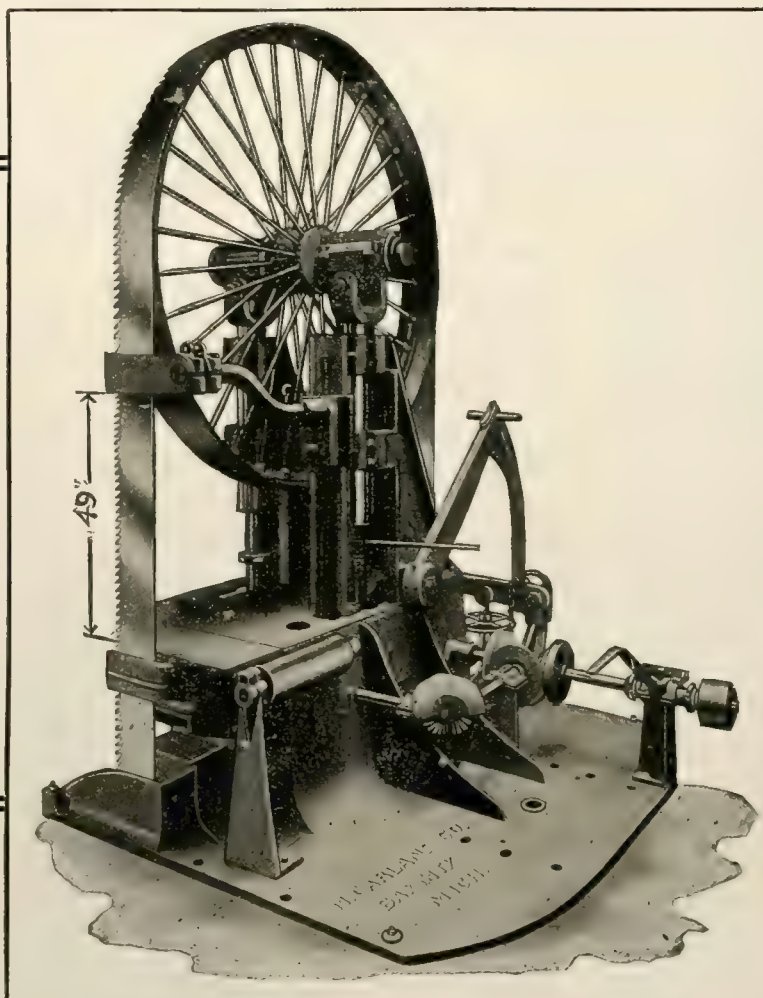
Broom,  
Hoe, Rake,  
Fork and  
Shovel  
Handles,  
Chair Stock,  
Dowel Rods,  
Curtain  
Poles,  
Shade  
Rollers,  
Whip Stocks,  
Canes,  
Veneered  
Columns,  
Ten Pins, &c.



# GARLAND

## Special Hardwood 7-ft. Band Mill

There are many good features about this mill that we will be glad to tell about. Write for catalogue and descriptive circulars.



Simplicity, Capacity, Economy on Saws. We manufacture a full line of Sawmill and Conveying Machinery.

### A few hardwood sawmill machinery installations:

Kneeland-Bigelow Co.....	Bay City, Mich.
Kneeland-Buell Co.....	Bay City, Mich.
W. D. Young & Co.....	Bay City, Mich.
E. C. Hargrave.....	Bay City, Mich.
Bliss & Van Auken.....	Saginaw, Mich.
Salling, Hanson & Co.....	Grayling, Mich.
Johannesburg Mfg. Co.....	Johannesburg, Mich.
Michelson & Hanson Co.....	Lewiston, Mich.

Harbor Springs Lumber Co.....	Harbor Springs, Mich.
W. H. White Co.....	Boyne City, Mich.
Mud Lake Lumber Co.....	Raber, Mich.
Engel Lumber Co.....	Englewood, La.
Hardgrove Lumber Co.....	Hardgrove, Mich.
Churchill Lumber Co.....	Alpena, Mich.
Waccamaw Land & Lumber Co.....	Wilmington, N. C.
Embury-Martin Lumber Co.....	Cheboygan, Mich.

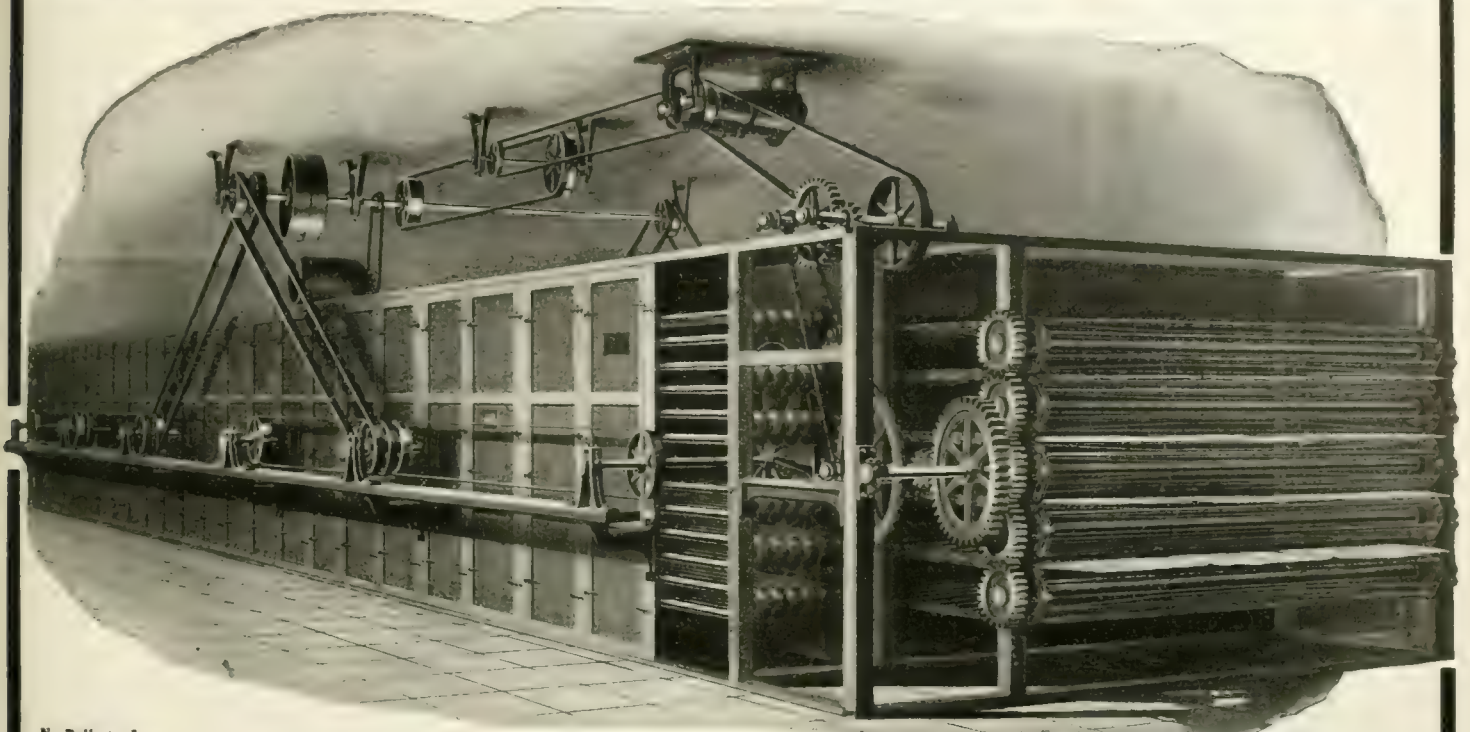
## The M. Garland Co.

BAY CITY, MICHIGAN

Send for Book  
and lot of references.

## NEW VENEER DRYER

"Proctor System"  
Automatic Girt Conveyor Type

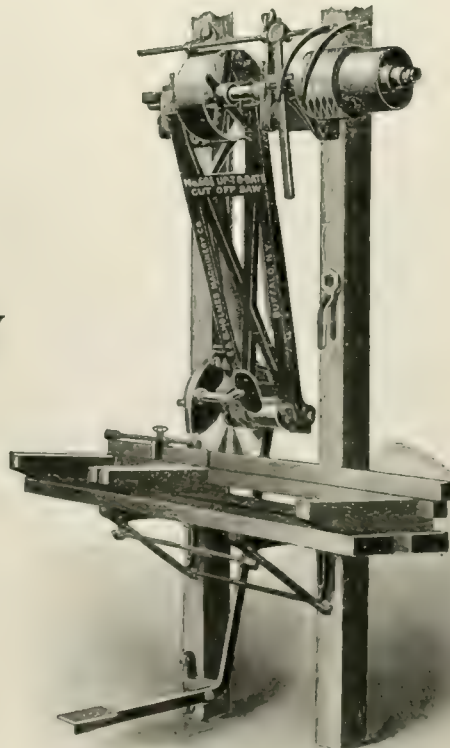


No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Roller Dryer.  
Fortieth inch handled better than Apron Dryer.

The Philadelphia Textile Machinery Co., Hancock and Somerset Sts. Philadelphia, Pa., U. S. A.

E. & B.  
Holmes  
Machinery  
Company

—  
Buffalo, N. Y.



No. 68 $\frac{1}{2}$   
"Up to Date"  
Swing  
Cut-Off Saw  
With  
Foot Lever

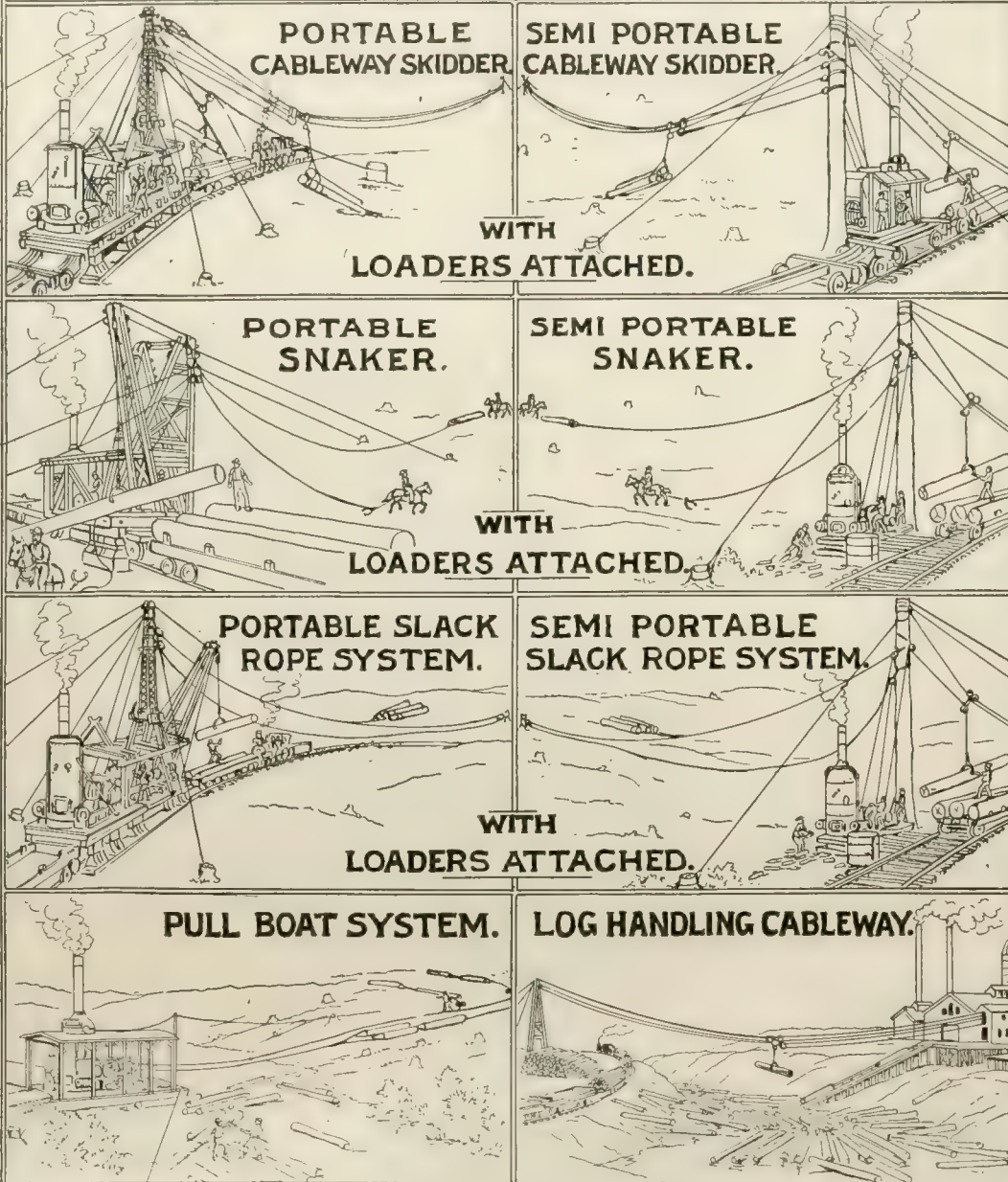




# Lidgerwood Steam Logging Systems

All Important Features Patented.

Developed by Practical Loggers to Properly  
Meet Every Requirement



Write and tell us what kind of work you have to do and we will  
tell you what we have that will do the work.

Catalog "Logging by Steam" sent free upon request.

## LIDGERWOOD MFG. CO.

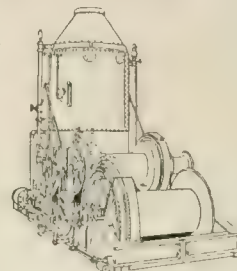
96 LIBERTY STREET, NEW YORK

BRANCH OFFICES

Atlanta, Ga.  
Seattle, Wash.

AGENCY

Woodward, Wight & Co., Ltd.  
New Orleans, La.



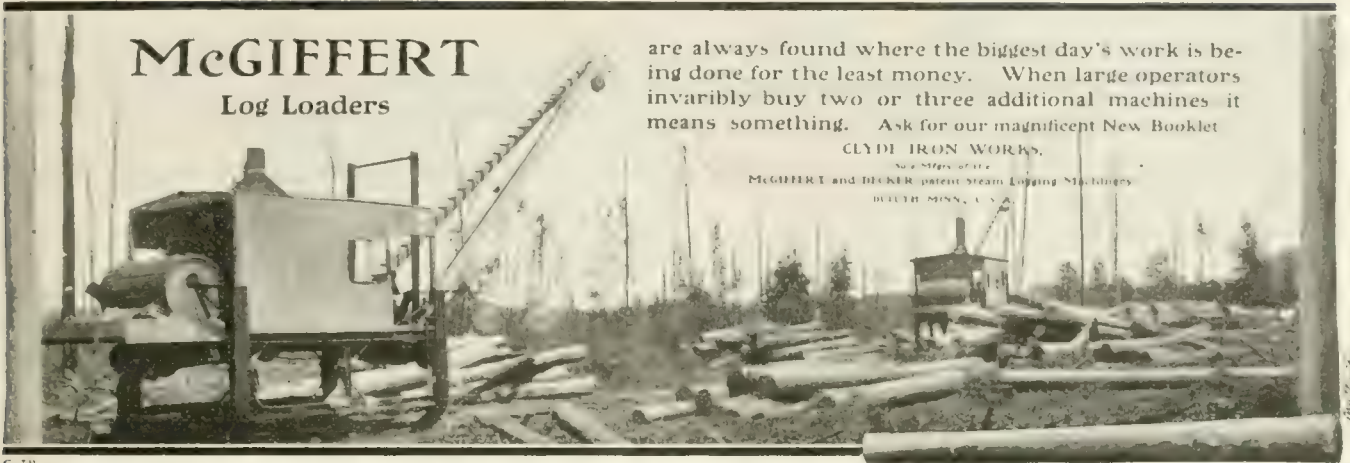
## McGIFFERT

### Log Loaders

are always found where the biggest day's work is being done for the least money. When large operators invariably buy two or three additional machines it means something. Ask for our magnificent New Booklet

CLYDE IRON WORKS.

Success Story of the  
McGiffert and Becker patent Steam Logging Machines  
BOTH MISS. U.S.A.



C 79

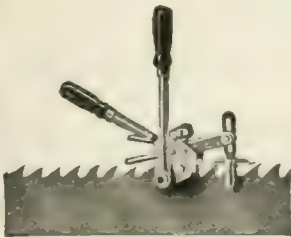
# Hanchett's Saw Swages

Simple in Construction  
Easy to Adjust  
Strong and Durable  
Send for 1907 Catalog, No. 10  
It Tells You All About Them

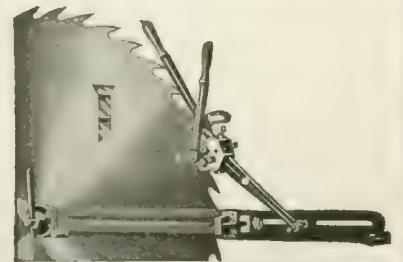
Manufactured by

## Hanchett Swage Works

BIG RAPIDS, MICHIGAN



Band Saw Swage



Circular Saw Swage with Bench Attachment



## A RUSSEL DONKEY SKIDDER

That is operated resting on car at Rail Road;

That is moved through the woods by its own power and operated independently of R. R. for skidding to sleigh and wheel hauls;

That moves itself up and down mountain sides to any vantage point for handling mountain timber.

We build Logging Machinery to meet the varying local woods conditions.

Would our Catalogue interest you?

## RUSSEL WHEEL & FOUNDRY COMPANY

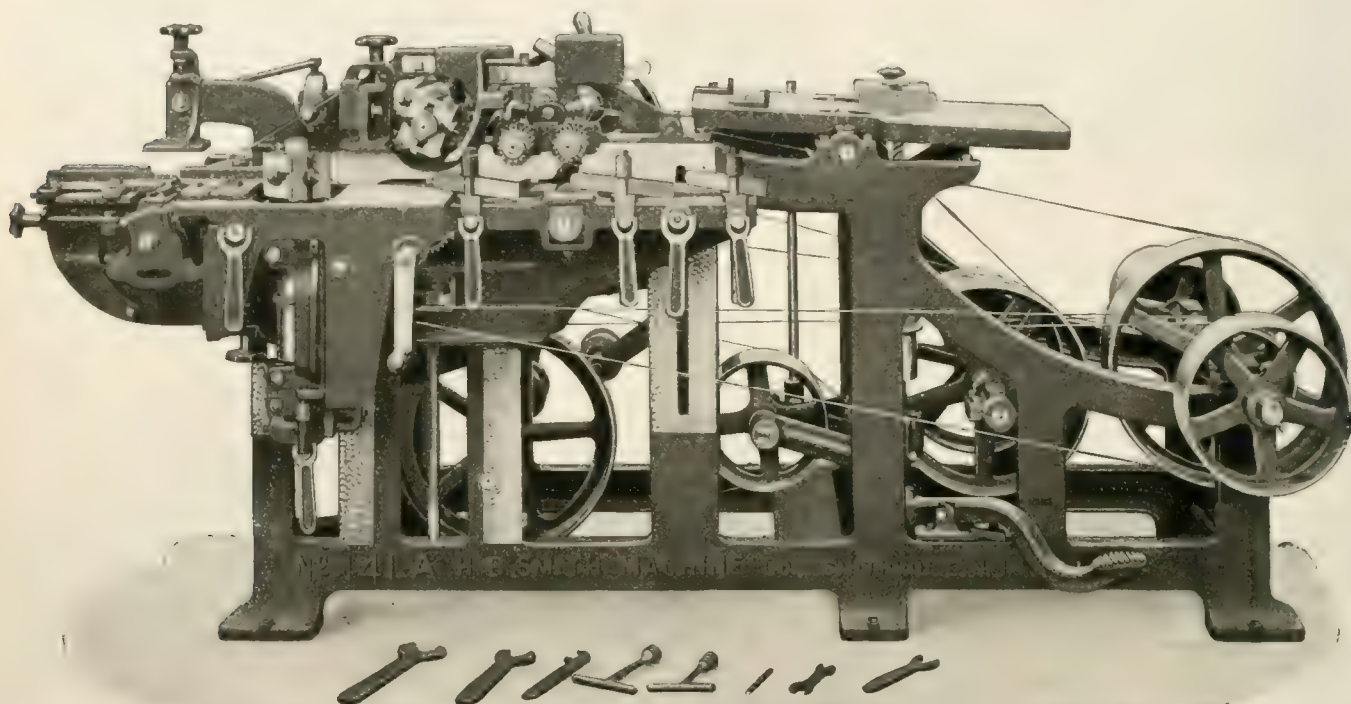
DETROIT - - MICHIGAN



**SMITH of  
SMITHVILLE**

# The Profit Builder

**SMITH of  
SMITHVILLE**



NO. 141-A SASH STICKING MACHINE, WITH SASH CORD ATTACHMENT



WE HAVE recently brought out a new Three Side Sash Sticking Machine with Sash Cord Grooving and Boring Attachment.

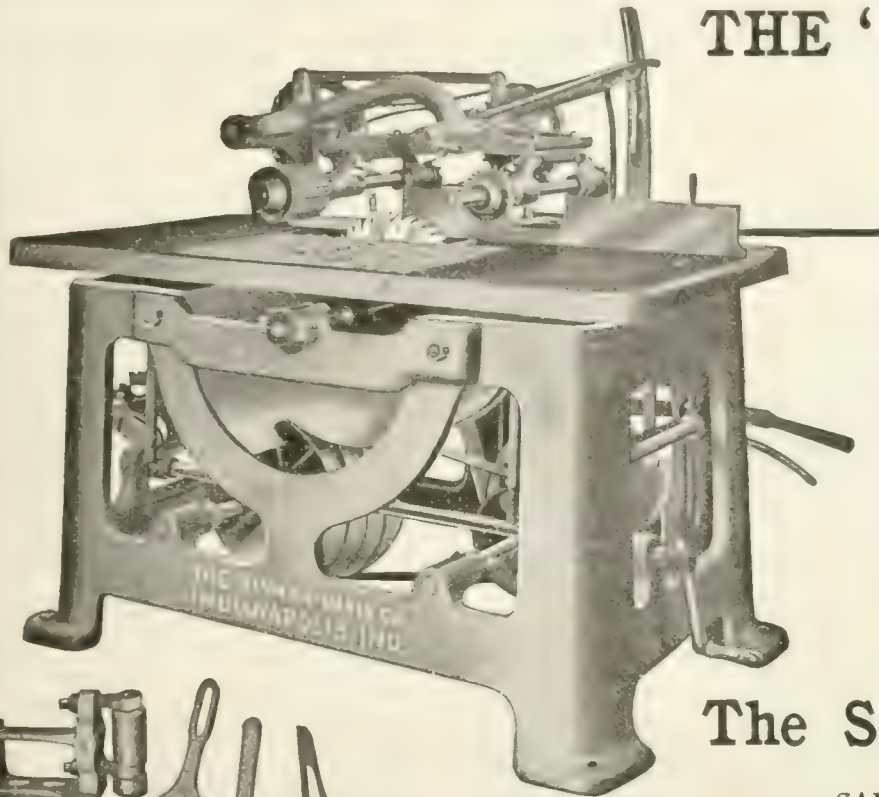
This machine is built in harmony with our purpose of the last half century to produce Wood Working Tools of the best materials and workmanship that American skill and wisdom could produce.

If you want the best tool in the market for the purpose let us tell you about this one.

**Branches:**  
New York, Chicago,  
and Atlanta

**H. B. SMITH MACHINE CO.**  
SMITHVILLE, N. J., U. S. A.

**Branches:**  
New York, Chicago,  
and Atlanta



## THE "HOOSIER" SELF-FEED RIP SAW

The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine, it has a square raising table easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock  $17\frac{1}{2}$  inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

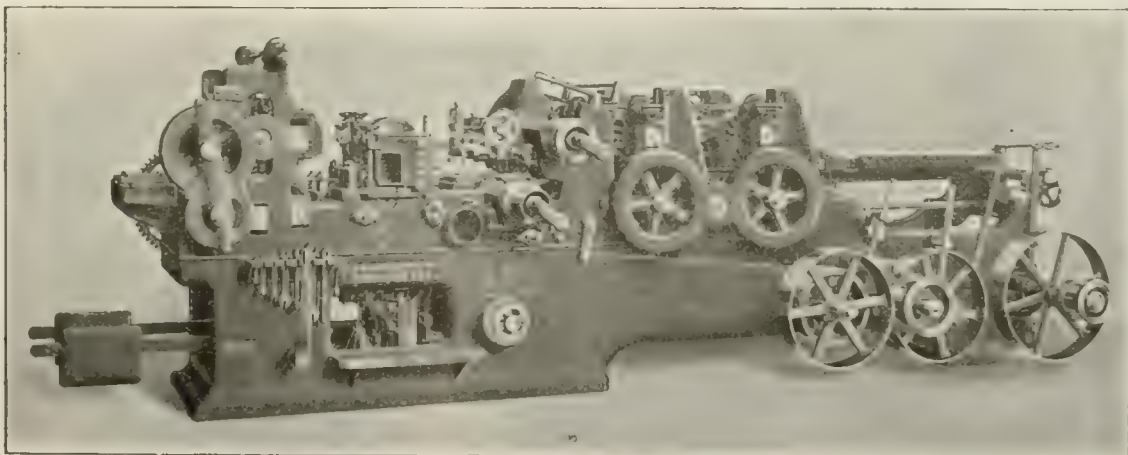
We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

### The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.

## No. 24 C FLOORING MACHINE



A heavy, powerful, eight roll matcher particularly suited to producing, in quantity, Hardwood Flooring of High Finish. SPECIAL PATENTED Appliances and Attachments. Write us and we'll tell you how we can double your output and improve the quality.

## S. A. Woods Machine Co., Boston

CHICAGO  
811 Railway Exchange

JACKSONVILLE

SPECIALISTS IN  
FLOORERS, PLANERS AND MOULDERS

SHREVEPORT

SEATTLE  
617 Lumber Exchange



## Raise the Grade of Your Lumber BY TRIMMING IT

### The Tower One-Man 2-Saw Trimmer

Producers demand square ends and of standard lengths, which is what buyers are demanding more and more.

Not only does trimming improve the appearance of your lumber and enhance its value, but it enables you to avoid paying freight on waste ends.

The TOWER One-man, 2-Saw Trimmer, Small Size, enables one man to easily trim the output of a mill cutting up to 30,000 feet in ten hours.

Our printed matter gives logical reasons why our trimmers will do more work in a given length of time than any other machines of their class on the market, and that with less fatigue to the operator.

Do not forget that we are also the leading manufacturers of edgers in the world, making a specialty of the well-known



"TOWER" 32-INCH EDGER, NEW MODEL, especially designed for mills cutting not to exceed 20,000 feet in ten hours, which is pronounced by experts to be **ABSOLUTELY THE BEST GANG EDGER FOR SMALL MILLS ON THE MARKET.**

Another of our products is the celebrated

**GORDON HOLLOW BLAST GRATE.**

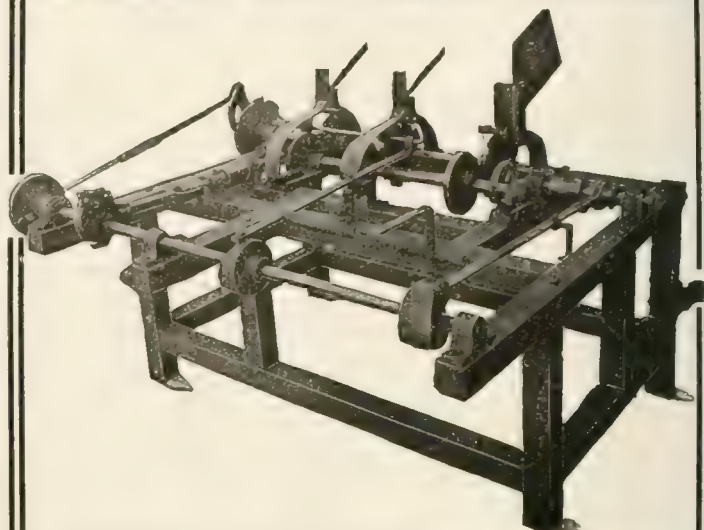
("An Enormous Blacksmith's Forge").

the only successful because only "tuyere" hollow blast grate. It is a wonderful promoter of combustion.

**THE GORDON HOLLOW BLAST GRATE CO.**  
**GREENVILLE, MICHIGAN**

The Largest Manufacturers of Blast Grates, Edgers and Trimmers in the World

## Broom Handle CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

**CADILLAC MACHINE CO.**

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

## "Hello, 1908. Glad to see you."

"Good morning, Mr. Business Man. You see I am here on time."

"So you are and you look pretty good to me too."

"Well, I feel all right and rather guess I am a tolerably healthy specimen. But how are you?"

"Things are off—and it looks to me as though we are going to have a terrible time of it until after election anyway. You see we all need money and—"

"Now stop right there. You don't need money nearly as much as you do *confidence*. What you need more than anything else is a little more sand in your craw. You fellows have plenty of money and while my old friend 1907 over there gave you a little the worst of it along toward the end, you have gotten the best of him—because you know he's knocked out for good."

"But there are going to be enough big, broad-minded men in the country to take the lead in their own localities and through their confidence in themselves, and your humble servant, will pull the scare cats out of Jericho once more on to the shady side of Easy Street."

"Now, old man, ARE YOU WITH US?"

**E. C. ATKINS & CO., Inc.**

THE SILVER-STEEL SAW PEOPLE

Canadian Factory

HAMILTON, ONTARIO

Home Office and Factory

INDIANAPOLIS, INDIANA

### BRANCHES:

NEW ORLEANS

ATLANTA

NEW YORK

CHICAGO

PORTLAND

MEMPHIS

SAN FRANCISCO

MINNEAPOLIS

SEATTLE

J. B. RANSOM, PRESIDENT.

A. B. RANSOM, SECY. AND TREAS.

# JOHN B. RANSOM & COMPANY

NASHVILLE, TENN.

Oak, Ash, Poplar,  
Hickory, Gum, Sycamore,  
Walnut, Cherry,  
Elm, Cedar Posts.

## Hardwoods

Poplar, Gum, and Lynn  
Siding. Turned Poplar  
Columns. Dressed  
Stock, etc.

Lumber of all kinds is being cut every day at our city and country mills and with stock constantly coming in from many other points, we are likely to have supplies meeting your wants.

For material difficult to secure write us. We can supply you, if anyone can. Write for specimen copy of our monthly Stock and Price List. Can we place your name on our mailing list?

J. B. RANSOM, Pres.

A. B. RANSOM, Secy

R. J. WILSON, Treas

## NASHVILLE HARDWOOD FLOORING CO.

MANUFACTURERS OF

MARKET PRICE ON  
CAR LOTS. Less than  
car lot orders shipped  
promptly.

### "ACORN BRAND"

OAK AND BEECH FLOORING

"The Product de Luxe"

We especially invite inquiries for Flooring, Oak and Poplar lumber and other Hardwoods in mixed cars.

Delivered Anywhere

NASHVILLE, TENNESSEE

J. B. RANSOM, Pres.

A. B. RANSOM, V. Pres.

W. A. RANSOM, Sec. and Mgr.

C. R. RANSOM, Treas.

## GAYOSO LUMBER COMPANY

MANUFACTURERS AND DEALERS IN

### Hardwood Lumber and Wagon Stock

MEMPHIS, TENNESSEE

W. J. CUDE, Pres.

J. B. RANSOM, Vice-Pres.

A. B. RANSOM, Sec'y.

## W. J. Cude Land & Lumber Company

1013-1014 Stahlman Building  
Nashville

MANUFACTURERS OF

**Poplar, Oak, Chestnut and Gum Lumber**

Mills and Yards at Kimmins, Tenn., Colesburg, Tenn., and Cude, Miss.



# BUILT-UP PANELS FOR FURNITURE MANUFACTURERS

We can furnish you 2, 3, or 5 Ply Panels in Quartered Oak, Mahogany, Plain Oak, Ash, Elm, Birch, Maple or Basswood, and guarantee same in every respect. We use high-grade Glue in our work, and our Veneers are thoroughly dry and our Machinery up-to-date.

We manufacture high-class Panels for Commode and Dresser tops, Commode and Dresser end Panels, Drawer bottoms, glass backs, case backs, foot and head board panels for beds, etc.

If you wish to buy Panels that are **Right and Will Stay Right**, give us a chance to figure with you and submit samples and prices.

**THE CORHAM BROS. CO.**  
MT. PLEASANT, MICH.

Do you see the point   
Submit your wants and let us make you happy

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

will not come to pieces after they are in the furniture

## Garetson-Greaseon Lumber Co.

1001 1015 Times Building  
ST. LOUIS

Manufacturers of

## SOUTHERN HARDWOODS

LARGE CONTRACTS SOLICITED

## Steele & Hibbard Lumber Co.

North Broadway and Dock Streets, St. Louis, Mo.  
Wholesale Manufacturers, Dealers and Shippers  
**ASH, CYPRESS, MAHOGANY, OAK, POPLAR, &c.**  
Mills: Yazoo City, Miss.; McGregor, Ark.; England, Ark.;  
Dermott, Ark.; O'Hara, La.; Dexter, Mo.

## A. B. SMITH LUMBER CO.

PADUCAH, KY.

Manufacturers of Southern Hardwoods

## W. R. CHIVVIS, Lesperance Street and Iron ST. LOUIS, MO. WHOLESALE HARDWOODS

**BLACK WALNUT LUMBER MY SPECIALTY.** Always in the market to buy Walnut and Cherry Lumber. Pay spot cash and take up at shipping point when amounts justify.

## Geo. C. Brown & Co. NASHVILLE, TENN.

Manufacturers and Shippers of **HARDWOODS**

Branch Office and Yards: Memphis, Tenn.

## American Hardwood Lumber Co.

14,000,000 ft. Hardwood Lumber

YARDS AT BENTON, ARK., NEW ORLEANS, LA., ST. LOUIS, MO.,  
DICKSON, TENN.

## Paducah Box & Basket Co. Paducah, Ky.

**VENEERS**

Red Gum Yellow Poplar Cross Banding Center Stock

## CASE-FOWLER CO.

CHATTANOOGA, TENN.

Manufacturers and  
Wholesalers of

## HARDWOOD

and

YELLOW PINE LUMBER

## Hoffman Bros. Company

FORT WAYNE, INDIANA  
And Branch Mills

## QUARTERED OAK, POPLAR

And Other Hardwood Lumber

Mahogany, Quartered Oak and Other Veneers

Slice Cut and Sawn

# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.

## The General Lumber Co.

Manufacturers

Yellow Pine, White Pine  
Hemlock and Hardwoods

COLUMBUS, OHIO

### ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR  
Full line of **HARDWOODS.** Write us.  
**POWELL LUMBER CO., :: Columbus, O.**

.. THE ..

## CRESCENT LUMBER CO.

MANUFACTURERS OF



Hardwood Lumber

MARIETTA, O.

## LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

## OFFERS:

5 Cars 4/4 1st and 2nd Poplar—7" to 17"  
4 Cars 4/4 1st and 2nd Poplar—18" to 23"  
3 Cars 4/4 Poplar Box Boards—7" to 12"  
10 Cars 4/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 No. 2 Common Poplar  
3 Cars 4/4 No. 3 Common Poplar  
2 Cars 5/4 No. 1 Common Poplar (Selects in)  
8 Cars 8/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 1st and 2nd White Oak  
15 Cars 4/4 1st and 2nd Red Oak  
15 Cars 4/4 No. 1 Common Red Oak  
10 Cars 4/4 No. 1 Common White Oak  
10 Cars 4/4 No. 2 Common White Oak  
20 Cars 4/4 Mill Cull Oak  
3 Cars 4/4 Common and Better Chestnut  
1 Car 6/4 Common and Better Chestnut  
4 Cars 4/4 No. 1 Common Chestnut  
5 Cars 5/4 Sound Wormy Chestnut  
5 Cars 6/4 Sound Wormy Chestnut  
10 Cars 4/4 Sound Wormy Chestnut  
10 Cars 8/4 Sound Wormy Chestnut

## S. C. MAJOR LUMBER COMPANY

WHOLESALE

Southern Hardwoods

MEMPHIS, TENN.

## RYAN-LUSK LUMBER CO. CAIRO, ILLS.

SOUTHERN HARDWOODS

WE WANT TO MOVE

250,000 4/4 Common and Better Gum.  
250,000 5/4 1st and 2nd Sap Gum

## J. M. CARD LUMBER COMPANY

CHATTANOOGA, TENN.

Manufacturers, Wholesalers, Exporters

OAK—POPLAR—ASH—GUM—DIMENSION STOCK AND  
OTHER HARDWOOD LUMBER

## THE BUFFALO MAPLE FLOORING CO.

MANUFACTURERS OF

MICHIGAN ROCK MAPLE AND OAK FLOORING

BUFFALO, NEW YORK



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

Kiln Dried Dimension Stock

## OAK, MAPLE and BEECH

If interested send us list of your sizes  
and we will quote delivered prices.

**LINEHAN LUMBER CO.**  
PITTSBURG, PA.

## STOCK LIST

9 cars 4/4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S1S "

Write us about the above. It will be like taking a dead mouse from a blind kitten.

**BABCOCK LUMBER COMPANY**  
ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## DRY STOCK

### Ready for Quick Shipment

2 cars	1x18 to 23" panel and No. 1 poplar
6 "	1" 1st and 2nds poplar
6 "	1" No. 1 common poplar
6 "	1" No. 2 common poplar
8 "	1" mill cull poplar
2 "	1x18" and up panel and No. 1 cottonwood
5 "	5/4 No. 1 common cottonwood
15 "	1x13 to 17" box boards cottonwood
20 "	1x8 to 12" box boards cottonwood
19 "	1x13 to 17" 1st and 2nds cottonwood
21 "	1x13 to 17" No. 1 common cottonwood
20 "	1x6 to 12" 1st and 2nds cottonwood
15 "	1x4" and up No. 1 common cottonwood
20 "	1x4" and up No. 2 common cottonwood
15 "	4/4 1st and 2nds plain red and white oak
24 "	4/4 No. 1 common plain red and white oak

**American Lumber & Mfg. Co.**  
PITTSBURG, PA.

## All Lumbermen, Attention!

We do what you can't do.

We measure your stumpage correctly.

We make your maps correctly.

Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Crating Lumber a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURG, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6-8 and 12-4 — 1 and 2  
200M 8-4 " " " " " Plain Sawed White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.

Mine Lumber, Ties and Rails.

Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawn Stocks  
Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## Mead & Speer Company

PITTSBURG, PA.

Oak, Poplar and Hardwoods  
Car Stock and R. R. Timbers

MILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## Bruckman Lumber Co. Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## HENDERSON LUMBER CO.

Commonwealth Bldg.

PITTSBURG, PA.

## HARDWOODS

MINE LUMBER *For Sale Now*  
a Specialty. 800,000 ft. 4 and 8-4 Oak  
*For Shipment on Grade*  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash

## Keys-Fannin Lumber Company

Manufacturers of Band  
and Circular Sawn

## SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock  
Bass and Chestnut. Give us a trial.

Herndon, Wyoming Co., W. Va.

## FAUST BROS. LUMBER CO.

PADUCAH, KY.

MANUFACTURERS AND WHOLESALE

## Poplar and Oak

We want to move at once

3 cars 14" No. 1 Common Poplar.  
2 cars 14" No. 1 Common Quarter Sawed White Oak.  
2 cars 14" No. 1 Common Quarter Sawed White Oak.  
1 car 14" 1st and 2nd Quarter Sawed Red Oak.  
5 cars 1" No. 1 Common Plain Sawed White Oak.

Please write us for delivered prices.



# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood  
and Elm. Main office, South Bend, Ind. Office and  
Yards, North Memphis.

MEMPHIS - - TENN.

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
and Office

Memphis, Tenn.

Saw Mills:  
Memphis, Tenn.  
Mobile, Ala.

MANUFACTURERS OF

## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding,  
Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds  
Rough and Dressed Lumber. Send us your orders for Bay  
Poplar; 1,000,000 feet bone dry and ready for market in all  
thicknesses and grades.

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

## Southern Hardwoods

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and  
grades ready for shipment—December 1st stock list:

Ash . . . . . 750,000 ft.	Pl. White Oak . . 300,000 ft.
Qtd. White Oak . 100,000 ft.	" Red Oak . . . 600,000 ft.
" Red Oak . . 150,000 ft.	Cypress . . . . 500,000 ft.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres

Geo. W. Fooshe, Secretary.  
C. J. Tully, Treasurer.

### ROBERTSON-FOOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARD WOOD LUMBER.  
We make a specialty of mixed cars, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cot-  
tonwood Poplar, Tupelo and Red Gum  
SPECIALTY: THIN OAK AND GUM

G. A. FARBER Tennessee Trust Building MEMPHIS, TENN.

## LEE WILSON & CO.

Wholesale Hardwood Lumber.

MEMPHIS, TENN.

We have in stock ready for shipment:

Cottonwood, 4/4 & 5/4, All Grades.  
Gum, 4/4 to 8/4, All Grades.  
Oak, Plain Red & White, 4/4 to 16/4 All Grades.  
Oak, Quartered Red & White, 4/4 to 8/4, All Grades.  
Sycamore, Plain Sawed, 4/4 to 6/4, Log Run.  
Maple, 4/4 & 8/4, Log Run.  
Tupelo Gum, 4/4, Log Run.  
Ash, 4/4 to 16/4, All Grades.  
Poplar, 4/4 to 8/4, All Grades.  
Elm, 4/4 to 12/4, Log Run.  
Walnut, 4/4, All Grades.  
Cypress, 4/4 to 8/4, All Grades.

We cater to the factory trade especially.

Write us your wants; we answer all inquiries promptly.

Band Mills: Wilson, Ark.; Armorer, Ark.; Marked Tree Ark

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".

## ANDERSON-TULLY CO.

STOCK LIST, DEC. 8, 1907.

<b>ASH</b>		100,000' 4/4" 1sts & 2ds. Saps
30,000' 4/4" No. 2 common		13 to 15"
<b>CYPRESS.</b>		75,000' 4/4" 1sts & 2ds. Saps
18,000' 4/4" 1sts & 2ds		16 to 21"
150,000' 4/4" shops		250,000' 4x4" No. 1 common saps
4,600' 8/4" 1sts & 2ds		100,000' 3x8" 1sts & 2ds. Red
<b>COTTONWOOD</b>		6" & up
30,000' 4/4" 1st & 2ds.	6 and 7"	100,000' 1/2" 1sts & 2ds. Red
200,000' 4/4" 1sts & 2ds.	6" & up	6" & up
30,000' 4/4" 1sts & 2ds.	12"	75,000' 5/8" 1sts & 2ds. Red
100,000' 4/4" 1sts & 2ds.	13" & up	6" & up
50,000' 4/4" 1sts & 2ds.	18" & up	75,000' 4/4" 1sts & 2ds. Red
25,000' 5/4" 1sts & 2ds.	6" & up	6" & up
60,000' 5/4" 1sts & 2ds.	12 & 13"	100,000' 4/4" No. 1 common.
30,000' 6/4" 1sts & 2ds.	8" & up	Red 6" & up
150,000' 4/4" No. 1 com.	13" & up	500,000' 4/4" No. 2 common.
<b>WAGON BOX BOARDS</b>		Red & Saps
150,000' 9 to 12" cottonwood		
75,000' 13 to 17" cottonwood		
50,000' 13 to 17" gum		
<b>GUM</b>		
75,000' 3/8" 1sts & 2ds.	Saps 6"	
& up		
75,000' 1/2" 1sts & 2ds.	Saps 6"	
& up		
80,000' 5/8" 1sts & 2ds.	Saps 6"	
& up		
300,000' 4/4" 1sts & 2ds.	Saps 6"	
to 12"		
<b>MAPLE</b>		18,000' 8/4" log run
<b>WHITE OAK</b>		
75,000' 3/8" 1sts & 2ds		
75,000' 1/2" 1sts & 2ds		
50,000' 4/4" 1sts & 2ds		
15,000' 6/4" 1sts & 2ds		
75,000' 4/4" No. 1 common		
<b>RED OAK</b>		
100,000' 3/8" 1st & 2ds		
150,000' 1/2" 1st & 2ds		
100,000' 4/4" 1st & 2ds		
100,000' 4/4" No. 1 common		

MEMPHIS, TENNESSEE

LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## Underwood Veneer Co.

WAUSAU, WIS.

### VENEERS PANELS

We are the pioneers in the manufacture of Veneers and Built-up Wood and the largest producers of Native Wood Veneers in the State.

Owing to our long experience our grade is of the highest quality.

Three and five ply Panels a specialty.

Send us your specifications.

## ST. LOUIS BASKET & BOX CO.

### Panels, Backing, Bottoms

One, Two, Three and Five Ply. Any thickness.

Crossbanding, Core Stock and Veneer Wrapping.

We can give you the service you are looking for.

IT PAYS TO ENQUIRE. WE ARE FROM MISSOURI AND CAN SHOW YOU

ST. LOUIS, MISSOURI

## Great Lakes Veneer Co.

ROTARY CUT

### VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

## The Louisville Veneer Mills

MANUFACTURERS OF

### VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

### Flat Panels, Tops

AND

### Cross Banding

GOSHEN

INDIANA

## BIRD'S EYE MAPLE

Our Specialty

3,000,000 Feet ——— For 1908 ——— 3,000,000 Feet

At Reasonable Prices

MADE AND DRIED RIGHT AND WHITE

Samples Furnished on Application

MAHOGANY QUARTER SAWED OAK FIGURED WOODS

Let Us Quote You Prices

HENRY S. HOLDEN VENEER CO.

STATION A. . . GRAND RAPIDS, MICH.

## The Cadillac Veneer Company

MANUFACTURERS OF

TWO, THREE AND FIVE PLY

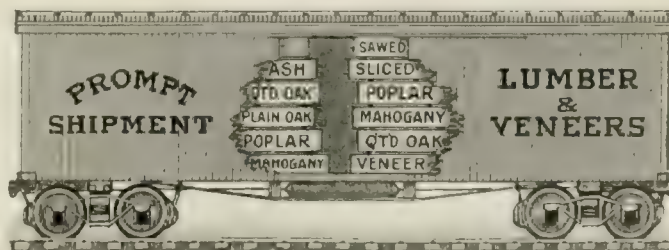
### PANELS

AND ROTARY CUT STOCK

Cadillac

Michigan

WRITE FOR PRICES



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO





# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## KELLEY, MAUS & CO.

Make a Specialty of

High Grade

Hickory

Ash

Oak

Poplar

## Lumber

Rough and Finished Wagon Stock and Dimension

Yards and  
Offices

**Ashland Avenue & 24th Street**

## P. G. DODGE LUMBER CO. CHICAGO

WE WANT TO MOVE

100,000 feet 5-4 Common and Better Red Oak

100,000 " 6-4 " " " " "

50,000 " 4-4 Sap Poplar.

**MILLS AND YARDS IN TENNESSEE**

## R. A. HOOTON LUMBER CO.

First National Bank Building

Wanted { 500,000 to 1,000,000 ft., 1 in. Log Run Gum.  
100,000 to 200,000 ft., 1 in. 1sts and 2nds Plain Red Oak.

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED **RED CYPRESS**  
LOUISIANA GULF COAST

Products Exclusively

Telephone **1703 Fisher Bldg., CHICAGO, ILL.**  
Harrison 4930

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE GILLESPIE-REYNOLDS COMPANY

Lumber and Seward Streets

All kinds of Northern Hardwoods. Send us your inquiries.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

**A. W. WYLIE,**

1101 FISHER BUILDING  
CHICAGO, ILLS.

## CHERRY

Is the lumber we wish to move this month to make room for more of the same kind on the way.

2 Cars 1 " 1st and 2nds

1 Car 1 1/4 " " "

1 1/2 Cars 1 1/2 " " "

4 " 1 " No. 1 Common.

1 1/2 Cars 1 1/4 " No. 1 Common

1 Car 1 1/2 " " "

6 Cars 1", 1 1/4" and 1 1/2" No.

2 Common.

## Maisey & Dion

22nd and Loomis Sts.

Chicago

## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## Estabrook-Skeele Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Gibbs, Hall & Allen Co.

611-612 Murray Bldg.,  
GRAND RAPIDS, MICH.,

SOLICIT YOUR INQUIRIES FOR

**Northern Michigan Hardwood Lumber**

Choice grades and prompt shipments.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
Rail and Water Shipments.

## "WHITE" ROCK MAPLE FLOORING

WORKMANSHIP UNEXCELLED  
GRADING UNIFORM and RIGHT  
PRICES WORTH YOUR CONSIDERATION

WRITE US FOR PRICES AND OUR PLAN FOR SUPPLYING CARLOADS AND LESS DELIVERED

**W. H. WHITE CO. MAJESTIC BUILDING DETROIT, MICH.**

We manufacture our own timber, and every operation from stump to finish is under our personal supervision. Our saw mills and factory are located where the timber grows.

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW

BACKED and

BUNDLED

**The Manistee Planing Mill Co.**

Manistee, Mich.  
Manufacturers



**J. S. GOLDIE**

Cadillac, Mich.

Arkansas Yellow Pine,  
Michigan Hardwood and Hemlock.

Correspondence Solicited Especially on  
White Maple.

**McCormick-Hay Lumber Co.**  
**Hardwood Lumber**

Yards: Saginaw, W. S., Mich.  
Little Rock, Ark.

Office:  
Saginaw, W. S., Mich.

MICHIGAN ROCK MAPLE  
BIRCH, BEECH AND BASSWOOD

**LUMBER**

Shipments  
By Rail or Cargo

**BOYNE CITY LUMBER CO.**

Sales Dept. W. H. White Co., Majestic Bldg., DETROIT, MICH.

**S. L. EASTMAN FLOORING CO.**

SAGINAW BRAND

**MAPLE FLOORING**

SAGINAW, MICH.

# M I C H I G A N

FAMOUS FOR RED BIRCH AND BASSWOOD

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

### Northern and Southern Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Orndorff, W. Va., Beaters W. Va., and Parkersburg, W. Va.

## A FINE STOCK OF DRY BIRCH LUMBER

Air-Dried, well Manufactured and of Good Widths  
and Thickness. Also

### RED BIRCH, CURLY BIRCH AND BIRD'S-EYE MAPLE

We offer 1" and 1½" 1st and 2d Clear Birch (mixed color),  
which has been in well covered piles for over one year,  
and represents the cream of our Birch.Can furnish thoroughly kiln-dried Birch at \$2.50 extra per  
1,000 feet; this will pass through the same systematic  
method of kiln-drying as our own Lumber, which makes  
the "IXL Hardwood Flooring.

## Wisconsin Land & Lumber Co.

HERMANVILLE, MICH.

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on  
its merits alone. ¶ Comprises all the features  
desirable in good flooring. ¶ Made by the latest,  
most approved machinery methods and best  
skilled labor. ¶ We believe we can make it to  
your interest to handle our "Chief Brand" and  
will appreciate your inquiries.

## Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## J. S. WEIDMAN

MANUFACTURER OF

### Hemlock and Hardwoods

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.]

### Lumber and Hardwood Flooring

Our NATIONAL Hardwood Flooring in Maple, Birch and  
Beech is the best that modern machinery can produce.Write us for prices on RED BIRCH, WHITE MAPLE and  
every kind of Michigan Hardwood Lumber.

## MICHIGAN ROCK MAPLE

### DRY STOCK

4-4 to 6-4 1s and 2s End Dried White.....	104M
4-4 to 6-4 No. 1 Common End Dried White.....	15M
4-4 to 8-4 1s and 2s Cross Piled White.....	130M
4-4 to 16-4 1s and 2s Regular.....	450M
4-4 to 16-4 No. 1 Common Regular.....	175M
4-4 to 16-4 No. 2 Common Regular.....	43M
4-4 to 12-4 Hardwood Culls (Largely Maple).....	325M

READY FOR PROMPT SHIPMENT

## BRIGGS & COOPER CO., Limited

NORTHERN AND SOUTHERN HARDWOODS

SAGINAW, MICH.

MEMPHIS, TENN.

## SALLING, HANSON CO.

MANUFACTURERS OF

### Michigan Hardwoods

GRAYLING, MICHIGAN



# CINCINNATI

THE GATEWAY OF THE SOUTH

## C. CRANE & COMPANY

MANUFACTURERS

Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

### THE MALEY, THOMPSON & MOFFETT CO.

Always in the Market for  
BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS,  
LUMBER OF ALL KINDS.

CINCINNATI, : : : OHIO

### BENNETT & WITTE

Manufacturers of Lumber

Oak—Ash—Elm—Gum—Cypress  
and Cottonwood

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

We have a stock and ship Straight Grades

Domestic and Export

### The Stearns Company

MANUFACTURERS OF

Northern and Southern  
**HARDWOODS**

Grand Rapids, Mich.

Cincinnati, O.

### W. H. & G. S. STEWART

Hardwood Lumber

CINCINNATI, OHIO

Specialty—Quartered Oak

### THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

Buys and Sells: Walnut, Oak, Poplar, Chestnut

### The Wm. H. Perry Lumber Co. **HARDWOOD MANUFACTURERS**

Oak, Chestnut, Poplar, Ash, Hickory, Etc.

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Ave., CINCINNATI

### The Pratt-Worthington Co.

CROFTON, KENTUCKY

We want to move

4 Cars No. 1 Common and Better 1 inch Poplar.  
3 Cars No. 1 Common and Better 2 inch Poplar.

### THE ROY LUMBER CO.

NICHOLASVILLE, KY.

Poplar :: Oak :: Chestnut

High Grade, Well Manufactured Stock.

# CINCINNATI

THE GATEWAY OF THE SOUTH



## THE FREIBERG LUMBER CO.

Manufacturers of

**Tabasco Mahogany  
Walnut, Oak**

Poplar, McLean and Findlay Aves.  
CINCINNATI, O.

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

## WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

**KENTUCKY LUMBER COMPANY**

CINCINNATI, OHIO

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
Cypress Red Gum Oak

## Don't Fail to Write Us When in the Market for Cottonwood, Gum, Poplar

Wide and Narrow

## Box Boards

We Also Have Large Quantities of

## Oak, Chestnut, Ash, Pecan

ALL GRADES

**T. B. Stone Lumber Co., Cincinnati, Ohio**

## WE OWN

and operate our own mills,  
they are new and the best.

Two million feet on sticks,  
4/4, 5/4, 6/4 and 8/4 Plain  
Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.

Send us your  
inquiries.



Mercantile Library Building,

Cincinnati, Ohio



For items of Hardwood Stock or Hardwood  
Machinery, you will find it advantageous to  
write our advertisers. Get in touch!

# THE WIBORG & HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

## White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.



# INDIANA

WHERE THE BEST HARDWOODS GROW

## Black Walnut & Plain Oak

C. J. FRANK

LOGANSPOUT, IND.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.  
Walnut our specialty.  
Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

## Quartered Oak and Sycamore

SEYMOUR, IND.

### DECEMBER STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
bone dry. Write us any time.

## DECEMBER STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## E. H. FALL

EXPORTER  
... OF ...

WALNUT, POPLAR  
AND  
BIRDSEYE MAPLE LOGS

Cash paid for Black Walnut Logs at point of shipment. If you have  
any walnut logs to offer, write me.  
I have some Sycamore, Red Oak, Ash and other hardwood logs which  
I am prepared to saw to order. Correspondence solicited.  
Can also supply Black Walnut lumber, sawed to any specification  
required.

PORT CLINTON : OHIO

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:  
Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

P. O. Box 312, MEMPHIS, TENN.

940 SENECA STREET.

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET.

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK,  
SPECIALTY

## Kitchen &

Ashland, Kentucky

# Company

## GILCHRIST-FORDNEY CO.

Everything in Mississippi  
Long Leaf Yellow Pine

Mills: Laurel, Miss. SALES OFFICE  
1406 TENNESSEE TRUST BLDG. MEMPHIS, TENN.

## Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

Manufac-  
turers

OAK, ASH, COTTONWOOD, GUM  
AND CYPRESS

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
DRY 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath & Squares  
SPECIALTY, WIDE STOCK

Coal Grove, Ohio, U. S. A.

# LUMBER CO.

# Aardwood Record

Thirteenth Year.  
Semi-monthly.

CHICAGO, JANUARY 25, 1908.

{ Subscription \$2.  
Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

**C. L. WILLEY**

MANUFACTURER OF

**Mahogany, Veneer  
HARDWOOD LUMBER**

Office, Factory and Yards: **1225 Robey St.,**  
BAND MILLS (Telephone) **Chicago**  
MEMPHIS, TENN. (Canal 930)

*Mr Manufacturer:- We want  
you to try a sample car of  
our Red Gum. Yours truly  
Himmelberger-Harrison Lbr Co.  
Morehouse, Mo.*

**The Davidson-Benedict Company**  
NASHVILLE, TENNESSEE

Everything in

**Southern Hardwoods**

POPLAR, CHESTNUT, ASH, OAK  
(Plain and Quartered.) Straight or Mixed Cars.

DRESSED POPLAR ANY WAY YOU WANT IT. YOU GET WHAT YOU BUY FROM US. ASK FOR OUR DELIVERED PRICES, ANY RAILROAD POINT.

**THE ATLANTIC LUMBER CO.**  
2 Kilby St., BOSTON

Would like to talk to you about their large stock of  
Plain and Quartered

**WHITE OAK**

TENNESSEE RED CEDAR, THIN POPLAR AND POPLAR SIDING

ASK US WHAT WE CAN DO FOR YOU.

BRANCH OFFICES:

Philadelphia, Land Title Bldg.  
New York, No. 1 Madison Ave.

BAND MILLS:

Richwood,  
Camden-on-Gauley,  
Holcomb, W. Va.

**Cherry River Boom & Lumber Co.**  
Scranton, Pa.

Poplar	} "The Best Lumber" }	Cherry
White Oak		Chestnut
Red Oak		Hard Maple
Basswood		Soft Maple

**A Very Substantial Cash Saving for Every Policy-Holder**

The stock companies specializing in lumber insurance are—

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**Adirondack Fire Insurance Co.**  
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**Toledo Fire and Marine Insurance Co.**  
Sandusky, Ohio

COMBINED ASSETS OVER \$1,000,000

For particulars address "Headquarters for Lumber Insurance" Lumber Insurers General Agency, Underwriting Managers, 84 William St., New York

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.



## With 110 Years Lumber Experience Back Of Our Business We Ask For Your Orders On The Basis of Lumber and Service Merit

From the numbers of inquiries and orders coming in, we judge that the Hardwood lumber market will soon be in full swing for 1908. Now is the time to begin to stock up. Here are a few items of our large and complete stock which should bring us in your inquiries and orders right away.

Cherry 47,000 feet 4/4 to 12/4, 1 and 2.  
Cherry 76,500 feet 4/4 to 8/4, Reject and Better.  
Cherry 26,000 feet 5/8 to 8/4, Cull.  
Cherry 75,000 feet 4/4 and Thicker, Log Run.

Cypress 15,000 feet 4/4 to 6/4, 1 and 2.  
Cypress 23,000 feet 4/4, Select and Shop.  
Cypress 93,000 feet 4/4 to 16/4, Box.

Hickory 4,550 feet 2x3 1/4-8 feet, Mcht.  
Hickory 1 Car 6/4 and 8/4, Butt Cuts.  
Hickory 1 Car 8/4, Second Cuts.

Consult our January Stock List for fuller details of above items and for other Hardwoods you may need. We can fill your orders satisfactorily for any kind of Lumber. If you don't get Lumber News regularly, send us your name for our mailing list.

### J. Gibson McIlvain & Company

1420 Chestnut Street, Philadelphia, Pa.

Maple-Hard 230,000 feet 4/4 to 12/4, Common and Better  
Maple-Hard 100,000 feet 4/4 to 12/4, Cull.  
Maple-Hard 47,000 feet 4/4 to 12/4, 1 and 2.  
Maple-Hard 216,500 feet 4/4 to 10/4, Log Run.  
Maple-Soft 60,000 feet 10/4 to 16/4, Log Run.  
Maple-Hard 3 Cars 2x12 and 3x12, 1 and 2.

Poplar 1,180,000 feet 4/4 to 7 inches, 1 and 2, Common,  
Log Run and Cull.

Poplar 1 Car 5/8, 24 to 28 inches, 1 and 2.

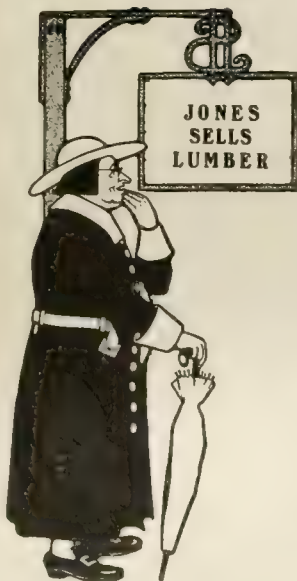
Poplar 1 Car 5/8, 27 to 18 inches, 1 and 2.

Poplar 231,250 feet 4/4 to 8/4, Mill Cull.

Poplar 175,000 feet 4/4 to 10/4, Common and Better.

Poplar 460,000 feet 4/4 to 4 inches, Sap-Common.

## A Good Sign



Is seen in the fact that  
Trade is already

PICKING UP

ARE YOU READY?

150 M 1" No. 2 & 3 Basswood

200 M 1" 1 & 2 Birch

350 M 1" No. 1 Com. Birch

400 M 1" L. R. Maple

200 M 2" " "

150 M 1 1/2" " Soft Elm

200 M 2" No. 2 & 3 Rock Elm

500 M 1" C. & B. Gum

**The G.W. Jones Lumber Co.**

APPLETON, WIS.

## Mosby, Denison & Co.

MANUFACTURERS OF

**COTTONWOOD  
GUM  
ASH, ELM**

Large Stock on Hand

HELENA, ARKANSAS

## THOMAS FORMAN CO.

DETROIT, MICH.

MANUFACTURERS OF HIGH GRADE

### Maple and Oak Flooring

We desire to move promptly a large quantity of

13-16x1 1/2" Clear Quarter Sawed White Oak Flooring.

13-16x1 1/2" Clear Plain Sawed White Oak Flooring.

13-16x1 1/2" Clear Plain Sawed Red Oak Flooring.

13-16x1 1/2" Clear Maple Flooring.

Please write us for special delivered prices on the above lots.

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Mitchell's-Make

### DRY STOCK LIST OF MICHIGAN HARDWOODS

CADILLAC, MICHIGAN, JAN. 1, 1908

4-4 Birch, No. 2 Common and Better.....	55M
4-4 Birch and Cherry, No. 3 Common .....	65M
4-4 Gray Elm, No. 1 Common .....	20M
4-4 Gray Elm, No. 2 Common .....	13M
4-4 Gray Elm, No. 3 Common .....	87M
8-4 Gray Elm, 1s and 2s .....	28M
1x10 to 14 in. Hard Maple, 1s and 2s .....	100M
1x15 and up Hard Maple, 1s and 2s.....	20M
4-4 No. 3 Common Maple and Beech .....	500M
4-4 No. 4 Hardwoods .....	21M
5-4 Hard Maple, 1s and 2s.....	21M
6-4 Hard Maple, 1s and 2s.....	19M
6-4 Hard Maple, No. 1 and 2 Common .....	20M
6-4 Hard Maple, Step Plank .....	46M

PLEASE SEND US YOUR INQUIRIES

**MITCHELL BROTHERS  
COMPANY**

## CUMMER-DIGGINS CO.

—MANUFACTURERS—

**"CUMMER" MAPLE  
AND BEECH FLOORING**

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## The Cadillac Handle Co.

CADILLAC, MICHIGAN

We Offer For Sale

- 5 cars 4/4 Hard Maple 1sts and 2nds 10% to 15%  
No. 1 Com. in it.
- 7000' 4/4 Birds Eye Maple guaranteed 75% 1sts  
and 2nds.
- 2 cars 4/4 Soft Elm No. 2 Com. and Better.
- 5 cars 4/4 Beech No. 3 Common.
- 1 car 6/4 Beech No. 3 Common.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14, 4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH—4/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## MICHIGAN HARDWOODS

MANUFACTURED BY

**COBBS & MITCHELL, Inc.**

Cadillac, Michigan, Jan. 1st, 1908.

DRY STOCK.

4/4 Gray Elm, 1's and 2's.....	60M
4/4 Gray Elm, No. 1 and 2 Common.....	100M
4/4 Gray Elm, No. 3 Common.....	80M
6/4 Gray Elm, 1's and 2's.....	75M
6/4 Gray Elm, No. 1 and 2 Common.....	50M
8/4 Gray Elm, 1's and 2's.....	100M
8/4 Gray Elm, No. 1 and 2 Common.....	70M
12/4 Gray Elm, 1's and 2's.....	75M
4/4 Hard Maple, 1's and 2's.....	400M
4/4 Hard Maple, No. 1 and 2 Common.....	750M
4/4 Hard Maple, No. 3 Common.....	35M
4/4 Hard Maple, No. 4 Common.....	7M

OUR OWN MANUFACTURE.

**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**



**MARION LUMBER COMPANY**  
MARION, N. C.  
OAK, CHESTNUT, POPLAR SQUARES  
DIMENSION LUMBER SAWED TO ORDER

**PARDEE & CURTIN**  
**LUMBER CO.**  
CLARKSBURG, W. VA.

Manufacturers of  
**West Virginia Hardwoods**

**NEW YEAR OFFERINGS**

Bone Dry Stock for Quick Shipment.

- 50,000 ft. 4/4 to 8/4 No. 1 Com. Hickory.
- 30,000 ft. 1/4, 3/8, 1/2 & 3/4" Quartered White Oak.
- 20,000 ft. 5/8 No. 1 Com. Plain Red Oak.
- 30,000 ft. 6/4 1s & 2s Quartered Red Oak.

We are carrying 14,000,000 ft. of dry Southern Hardwoods. If you appreciate quick action, good lumber and lowest market prices, let us figure with you.

**LOVE, BOYD & CO.**  
NASHVILLE, TENN.

**ALBERT HAAS LUMBER CO.**  
BAND SAWED  
**OAK AND RED GUM**  
POPLAR AND YELLOW PINE  
ATLANTA - - - - GEORGIA

**Louisiana Long Leaf Lumber Co.**  
Fisher, La.

MANUFACTURERS OF

**OAK AND GUM**

We make a specialty of Bridge and Car Material. Can ship mixed cars of Pine and Hardwood—Manufactured exclusively by our own mills.

**Goodlander Robertson**  
**Lumber Co.**

**Hardwood Lumber**

Memphis, Tennessee

**IF IT'S HARD TO GET, WRITE US**

**KREBS LUMBER COMPANY**  
MANUFACTURERS AND WHOLESALERS - - - - CLARKSBURG, W. VA.  
Have for sale at all times desirable stocks of all kinds of West Virginia Hardwoods.  
**SPECIALTY:** Sound Wormy Chestnut—Common and Better Chestnut—Common and Better Oak and Common Oak.  
FURNITURE AND CRATING LUMBER

**PAUL W. FLECK LUMBER COMPANY**  
MANUFACTURERS AND DEALERS IN **HARDWOODS**  
**POPLAR, WHITE PINE, HEMLOCK**  
BRISTOL, TENN.-VA.  
BRANCH OFFICE, 322-323 North American Building, PHILADELPHIA PA.

**W. H. Dawkins Lumber Co.**

Manufacturers of Band Sawed

**Yellow Poplar**

We also handle HEMLOCK, OAK and CHESTNUT.

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**Little River  
Lumber Co.**

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Lumber Co., Inc.**

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**WEST VIRGINIA YELLOW POPLAR  
NORTH CAROLINA CORK WHITE PINE  
AND HARDWOOD**

DRY KILNS AND PLANING MILLS. ALL OUR MILLS RUN THE YEAR ROUND.  
SEND US YOUR INQUIRIES AND ORDERS.

**W.M. Ritter Lumber Co.**

**COLUMBUS, OHIO**

Saw and Ship 100,000,000 Feet Yearly

Philadelphia Office, 1402 Land Title & Trust Bldg., Philadelphia, Pa.



R. M. SMITH

J. H. P. SMITH

**R. M. SMITH & COMPANY**

MANUFACTURERS OF

**WEST VIRGINIA HARDWOODS**

PARKERSBURG, WEST VIRGINIA

WE WANT TO MOVE { 1,500,000' of 4 to 16-4 1sts and 2nds, No. 1 and No. 2 Common Oak } SEND US YOUR INQUIRIES  
 { 1,000,000' of 4-4 sound wormy Chestnut }  
 { 300,000' of 4, 6 and 8-4 common and better Maple }

EASTERN OFFICE:  
 1425-6 LAND TITLE BUILDING, PHILADELPHIA

Band Mill: Orndoff, Webster County, W. Va.  
 Planing Mill; Heaters, W. Va.

**SWANN-DAY LUMBER COMPANY**

CLAY CITY, KENTUCKY

OFFER

**POPLAR****Bevel Siding. Drop Siding. as well as Wide Poplar****Always a Large Stock on Hand****Prices are Yours for the Asking****R.E. Wood Lumber Company**

☞ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock  
 and White Pine.

☞ We own our own stumpage and operate our own mills.

☞ Correspondence solicited and inquiries promptly answered.

**GENERAL OFFICES:**  
**CONTINENTAL BUILDING.**

**Baltimore, Maryland****THE CROSBY & BECKLEY CO.**

Manufacturers and Wholesalers

**Oak, Poplar, Ash, Maple**  
**Chestnut, Gum, Bass**

ASSOCIATE COMPANIES:

The Holly Lumber Co., Pickens, W. Va.  
 The Douglass & Walkley Co., Drew, Miss.

**Head Office: NEW HAVEN, CONN.**

DISTRIBUTING YARDS:

Columbus, Ohio,  
 Evansville, Ind.

**Western Office: COLUMBUS, OHIO**

# THE EAST

BOSTON

NEW YORK

PHILADELPHIA

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

**Specialist in Hardwoods**

Manufacturers are requested to supply lists of stock for sale

## RIGHTER-PARRY LUMBER CO.

**Wholesale Lumber**

We are in the Market for 5 8 Poplar All Grades.

Have on Hand One Million Feet 4, 5 and 6 Red Gum All Grades.  
520 and 522 Land Title Bldg. PHILADELPHIA, PA.

## H. D. WIGGIN

89 STATE STREET  
BOSTON, MASS.Whitewood, Oak, Chestnut, Elm, Basswood  
Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

## Wanted--Dimension Oak, Plain and Quartered.

White and Red. Send for specifications.

## Indiana Quartered Oak Co.

7 East 42nd Street, New York City

## GOUVERNEUR E. SMITH

No. 17 BATTERY PLACE, NEW YORK

Southern and Pennsylvania Hardwoods—Oak,  
Ash, Chestnut, Maple and Birch

BRANCH OFFICE: No. 88 BROAD ST., BOSTON

## THE BUFFALO MAPLE FLOORING CO.

MANUFACTURERS OF

## MICHIGAN ROCK MAPLE AND OAK FLOORING

BUFFALO, NEW YORK

## FAUST BROS. LUMBER CO.

PADUCAH, KY.

MANUFACTURERS AND WHOLESALERS

## Poplar and Oak

We want to move at once

3 cars 1 1/2" No. 1 Common Poplar.  
2 cars 1 1/2" No. 1 Common Quarter Sawed White Oak.  
2 cars 1 1/2" No. 1 Common Quarter Sawed White Oak.  
1 car 1 1/2" 1st and 2nd Quarter Sawed Red Oak.  
5 cars 1 1/2" No. 1 Common Plain Sawed White Oak.

Please write us for delivered prices.

## Phila. Veneer & Lumber Co.

OFFICE 817 NORTH FIFTH STREET, PHILADELPHIA, PA.  
MILLS KNOXVILLE, TENN.

### DRY STOCK

10 M ft. 1/2 and 5/8" Qtd. White Oak, 5 to 6" wide.  
1 car 4 1/4 1s and 2s Qtd. White Oak  
2 cars 4/4 No. 1 Common Qtd. White Oak.  
1 car 4/4 No. 2 Common Qtd. White Oak.  
1 car 4/4 1s and 2s Plain White Oak.  
4 cars 4/4 No. 1 Common Plain White Oak.  
2 cars 5/4 Common and Better Plain White Oak.  
15 cars 4/4 Chestnut Log Run.

All stock is band-sawed except Chestnut.

Can make prompt shipments, having two railroads in our yard.

## James & Abbot Company

**Lumber and Timber**

No. 165 MILK ST., BOSTON, MASS., and GULFPORT, MISS.

## WM. A. REED, WHOLESALE LUMBER

HARDWOODS, CYPRESS AND OTHER WOODS

1115 Stephen Girard Bldg.

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**WHOLESALE LUMBER**

Mills:

Honaker, Va., Okeeta, Va.

Specialties:

Quartered White Oak, Poplar.

Land Title Bldg., Philadelphia, Pa.

## Holloway Lumber Company

**WHOLESALE HARDWOODS**

In the market for all thicknesses of  
OAK, ASH and CHESTNUT.312 Arcade Building,  
PHILADELPHIA, PA.

## H. H. MAUS & CO., INC.

MANUFACTURERS

**HARDWOOD and YELLOW PINE.**

Write us if you wish to buy or sell.

420 Walnut St.,

PHILADELPHIA, PA.

## JOHN L. ALCOCK & CO.

**BUYERS OF BLACK WALNUT LOGS  
BOARDS AND PLANKS**Inspection at point of  
shipment. Spot cash.

Baltimore, Md.



MILLS:  
NEW ALBANY, IND.  
(HIGHLAND PARK) LOUISVILLE

DR. C. E. RIDER, President  
W. A. McLEAN, V.P. & Gen'l. Mgr.  
ANGUS McLEAN, Sec'y-Treas.

## WOOD MOSAIC FLOORING AND LUMBER COMPANY

MANUFACTURERS OF

# Choice Indiana White Oak

**A GOOD STOCK, PROMPT SHIPMENTS,**

Personal supervision from timber purchase to delivery of your kind of Stock

**NEW ALBANY, IND.**

## C. C. MENGEL & BRO. CO. Incorporated

LOUISVILLE, KY.

**Mahogany Lumber and Veneers**

### SPECIAL OFFER:

**Q** We have 35,000 feet of dry 1 inch mahogany lumber, 3 inches and over wide, 18 inches and over long, which we can sell at \$50.00 per M feet, f. o. b. cars Louisville, Ky.

**SEND US A TRIAL ORDER**

# WILLIAM WHITMER & SONS, Inc.

ALWAYS IN THE MARKET FOR STOCKS OF  
WELL MANUFACTURED

## HARDWOODS

BRANCHES:  
NEW YORK, BOSTON, PITTSBURG

MAIN OFFICES:  
GIRARD TRUST BUILDING, PHILADELPHIA

# PAEPCKE-LEICHT LUMBER COMPANY

MANUFACTURERS OF

## COTTONWOOD GUM AND OTHER HARDWOODS

Large stocks of well seasoned Lumber always carried at our yards and mills.

General Offices: 140 W. Chicago Ave., CHICAGO. Mills: Cairo, Ill., Marked Tree, Ark., Greenville, Miss., Arkansas City, Ark., Blytheville, Ark.

# D. G. COURTNEY

MANUFACTURER OF

Car and  
Railroad  
Timbers

## Yellow Poplar Oak, Chestnut & Basswood

Oak  
Coop-  
erage

CHARLESTON, - - - WEST VIRGINIA

Modern mills and perfect manufacture.

We make a specialty of getting out high grade Soft West Virginia Panel Poplar and are in position to ship either straight or mixed cars of lumber. We also get out a Sound Wormy grade of Chestnut, suitable for veneer purposes. We will load cars to suit the requirements of our customers. We seek the trade of wood-working factories who want a dependable lumber supply and fair treatment.

Write us for prices on Chestnut, all grades.



## Dells Lumber and Shingle Co.

Eau Claire, Wisconsin

**Birch - Rock Elm - Basswood**

Your Correspondence and Business Solicited

**Write us today**

## THE CHARLES DREGGE LUMBER CO.

GRAND RAPIDS, MICH.

Crating Lumber.

## A. B. SMITH LUMBER CO.

PADUCAH, KY.

Manufacturers of Southern Hardwoods

**W. R. CHIVVIS,** Lesperance Street and Iron  
Mountain Railroad,  
ST. LOUIS, MO.

**WHOLESALE HARDWOODS**

**BLACK WALNUT LUMBER MY SPECIALTY.** Always in the market to buy Walnut and Cherry Lumber. Pay spot cash and take up at shipping point when amounts justify.

## Steele & Hibbard Lumber Co.

North Broadway and Dock Streets, St. Louis, Mo.  
Wholesale Manufacturers, Dealers and Shippers

**ASH, CYPRESS, MAHOGANY, OAK, POPLAR, &c.**

Mills: Yazoo City, Miss.; McGregor, Ark.; England, Ark.;  
Dermott, Ark.; O'Hara, La.; Dexter, Mo.

## Garetson-Greaseon Lumber Co.

1001-1015 Times Building

ST. LOUIS

Manufacturers of

**SOUTHERN HARDWOODS**

LARGE CONTRACTS SOLICITED

## Hoffman Bros. Company

FORT WAYNE, INDIANA

And Branch Mills

**QUARTERED OAK, POPLAR**

And Other Hardwood Lumber

**Mahogany, Quartered Oak and Other Veneers**

Slice Cut and Sawn

W. H. Neal, Prest.-Treas. J. L. Strickland, Vice-Prest. W. A. Dolph, Secy. & Gen. Mgr.

## NEAL-DOLPH LUMBER CO.

Manufacturers Hardwood Lumber

RANDOLPH BUILDING

MEMPHIS, TENNESSEE

WE WILL TAKE CARE OF YOU

## DUDLEY LUMBER CO., Grand Rapids, Mich.

WE WANT TO MOVE

1,600,000 feet 4/4, 5/4 and 6/4 Log Run Birch on Grade  
1,400,000 feet 4/4, 5/4 and 8/4 Common and Better Plain Oak

Good stock Grey Elm, Red and White Oak, Cherry, Basswood and Ash.  
Yards at Grand Rapids and Memphis.

# The KNEELAND-BIGELOW CO.

**MANUFACTURERS OF LUMBER**

### Annual Output:

20,000,000 ft. Hardwoods.  
20,000,000 ft. Hemlock.  
4,000,000 pcs. Hardwood Lath.  
9,000,000 pcs. Hemlock Lath.

Mills Run the Year  
Around.

**Bay City, Mich.**

## E. L. EDWARDS

Dayton, Ohio—Main Office

Walnut  
Cherry

Plain and  
Quartered Oak

Poplar  
Chestnut

GEST AND DALTON AVE.  
CINCINNATI, O.

YOUR CORRESPONDENCE SOLICITED

## Quartered Oak Flooring

Manufactured for

**HIGHEST CLASS** of trade only.  
Also Plain Oak, Maple and other Hardwood flooring.  
The name **DWIGHT** on flooring is a guarantee of its  
excellence.

**DWIGHT SPECIAL** pattern of thin flooring is the  
only suitable thin flooring to lay. Write for Sample.

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DETROIT, MICHIGAN

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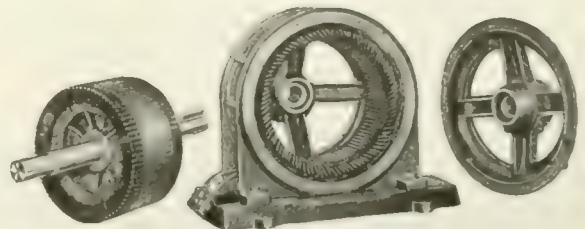
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owe their prosperity largely to the fact that they keep in close touch with every phase of their business. We make it part of our business to systematize book-keeping methods so as to save labor and time and place you in easy touch with the conditions of any department. We solicit correspondence and will be pleased to give any information desired about our service. : : : : : : : : : : :

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MEMPHIS-MADE

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We produce our lumber from the best rock Maple area in Michigan and have 20 years' supply.

Our brand "Michigan" is a guaranty of quality. Perfect mill work and excellent grades distinguish our Flooring and our prices are reasonable.

**WARD BROS., Big Rapids, Mich.**

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXV.

CHICAGO, JANUARY 25, 1908.

No. 7.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

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7th Floor, Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone Harrison 4960

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### TERMS OF ANNUAL SUBSCRIPTION

In the United States, Canada, Philippine Islands and Mexico . . . \$2.00  
In all other countries in Universal Postal Union . . . 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered as second class matter May 26, 1902, at the Postoffice at Chicago, Ill., under act of March 3, 1879.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

### Coming Association Meetings.

#### MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.

A special meeting of this association will be held at the East Saginaw Club, Saginaw, on Wednesday, Feb. 5. The important matters coming before the association at this time will doubtless insure a large attendance.

#### HARDWOOD MANUFACTURERS' ASSOCIATION.

The sixth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Grand Hotel, Cincinnati, on Thursday and Friday, Feb. 6 and 7. Owing to prevailing trade conditions this will be the most important meeting ever held by the association, and the attendance of every member is desired.

#### MEETING OF OAK FLOORING MANUFACTURERS.

On Friday, Feb. 7, at the Grand Hotel, Cincinnati, will be held a conference of the oak flooring manufacturers of the country with a view to effecting a strong and permanent organization in this interest.

#### NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION.

The next annual meeting of this association will be held at the Willard Hotel, Washington, D. C., on Wednesday and Thursday, March 4 and 5.

### General Market Conditions.

The hardwood trade the country over consists, so far as consumption is concerned, of an occasional car order to relieve immediate and pressing needs. In the aggregate this trade amounts to considerable, but probably not more than twenty-five per cent of normal demand. The furniture expositions at Chicago and Grand Rapids are far enough advanced so their result is pretty definitely

known. Chicago in its immense furniture production, which aggregates about \$25,000,000 yearly, is a producer very largely of low and medium-priced goods. The sales at the exposition now in progress indicate a demand of about fifty per cent as compared with those of a year ago, and this means for two or three months to come at least, that the demand for lumber going into the furniture trade will only be about half that of a year ago.

At Grand Rapids, where high-class furniture is the big end of the output, the sales have been very light, and probably will not aggregate more than ten or fifteen per cent of those of a year ago. As this was a rich man's panic, so it is that the rich man's demand has apparently been curtailed much in excess of that of the poor man.

One redeeming feature of the hardwood market situation is the fact that a good many sage wholesalers recognizing the very limited amount of lumber in sight, have concluded that values have touched bottom and during the last ten days have bought heavily. Jobbers who had loose money or were in shape to secure loans from banks have made heavy purchases, regarding the future of lumber values very optimistically. Several sales are reported aggregating from \$40,000 to \$100,000. Financially strong manufacturers have simply ceased attempting to make sales except at full list prices, with the result that they are moving comparatively little lumber. They believe that lumber is better property than the money it will bring at forced sale, and are simply sitting down on their stock and waiting for a revival of trade. Purchases that have been made by jobbers from manufacturers either financially weak or anxious to continue operations at full force, have probably averaged about \$2 a thousand less than last fall's prices. In many localities curtailment down to about twenty-five per cent of normal is in force, but in many cases there seems to be an exhibition of an unwise policy to run at full capacity. The salvation of the market undeniably lies in restricting output for sixty days hence, and it is to be hoped that the common sense that has prevailed for the past two months will continue for at least this length of time.

### Forestry and Taxation.

There is a manifest injustice in the tax system which prevails in all states covering the taxation of timber properties. The farmer is only required to pay taxes on his crops. Timber is certainly a crop, but the owner is taxed on it year after year regardless of the fact that he has not yet harvested the crop.

This attitude of the states on taxation makes many lumbermen fell their timber before it should be done, thus losing a vast amount of its ultimate worth. A Philadelphia newspaper cites a case where a farmer owned 1,500 acres of timber of fair size, but not yet matured. The trees had been growing thirty years but should stand at least ten years longer for their best development. The assessor, however, estimates the full market value of standing timber and the owner must pay the full tax on it this year, next year again, and every year. In absolute self-defense the owner has been compelled to cut this fine forest before its time.

This is not justice and the country cannot expect the individual to indulge very largely in regrowing land suitable for timber unless the several states take some just action in the matter. The indi-



vidual need not be exempt from taxation but taxation should be deferred until the timber crop is ready for the axe. Naturally an annual tax presupposes an annual return to the owner from the property taxed—a return either in money or in use. If the crop is forty years in maturing it clearly should not be taxed every year on the same basis as other property.

This is one of the great problems to be considered in connection with the perpetuation of our waning timber supply. It is an important question in economic equity.

### The Handle Meeting.

One of the important actions taken at the recent meeting of the Handle Manufacturers' Association of America, in Indianapolis, was the decision that it would be wise for the several vice presidents—representing the ash, maple and hickory branches—to have power to call meetings of their own divisions at any time that seemed expedient, and at any place which might be selected by them.

This action was due largely to the impression that still seems to be lurking in the minds of a great many ash and maple men—that the association is going to be “controlled” by somebody, or some faction, and that any legislation they may wish to see put through won't even be given a hearing, because of the predominance of other and quite different interests.

This idea that any one division can, or will even attempt to, dominate is utterly erroneous, and it seems strange that any handle manufacturer can be so short-sighted as to think a hickory man, for instance, would have any desire to “boss” or interfere in business which pertains peculiarly to the conduct of maple broom handle manufacture, or the making of “D” handles from ash, perhaps—two entirely distinct branches of the trade, in which he has no interest and often no knowledge.

This idea of “getting control” is totally foreign to all fraternal spirit, and, when present in any alliance, only tends to destroy and defeat the very objects for which it was formed. The original purpose of the handle association was to gather together as many as possible from each line of trade, and form each branch into an organization, with its own presiding officer, who should bear the title of vice president of the general association, but who should have the full power of executive in his own body. How the idea that any one faction would eventually dominate, or would have any desire to do so, ever came about, is a mystery, unless possibly from the fact that the presiding officer of the general association was elected from the ranks of the hickory men, and that the latter turn out in much larger numbers than do any of the other divisions—due solely to the fact that they have been organized before, and appreciate more fully the value of association work, hence are more ready to respond to a call for support and coöperation.

Inasmuch as these erroneous impressions have been passed about, however, it was deemed wise to empower each officer to call a meeting of his own division at any time and place he deemed advisable, and it is hoped that he will eventually be able to make his conferees understand that the association will help them, and that a maple man or an ash man will have as full power therein, as though there wasn't a hickory man on earth!

The general assembly of all divisions can then be held semi-annually. In order to do away with any further misunderstandings, it may be wise to amend the present constitution so that the presiding officer shall be known only as the “chairman”; and that he be chosen from each division alternately—the head of the subdivisions to be known as the “president” of each. Even in holding joint meetings the idea has always been that immediately upon assembling and roll call the three divisions should go into separate sessions, only meeting together again at the close of the day, when the action taken by each, in the meantime, should be read by the secretary, and promptly ratified by the other two divisions *without question or dissension!*

The various speeches made by President Clendinen at Indianapolis, as recorded elsewhere in the RECORD, particularly those during the afternoon session, cannot fail to convey the right idea of his attitude and those of other members toward their associates in the or-

ganization. Consolidation in this instance is merely a matter of form. Each division must work out its own problems—legislate its own measures. Not only does the ash man *know* nothing about what is best for the hickory trade, or the maple trade, but he does not want to be bothered with their troubles! He wants to carry his own into his own association and settle them there.

However, consolidation in any trade, though its interests may be many and diverse, never fails to give dignity to an industry, and weight to any measures adopted by a sufficient number of high-class representatives of it. Hence it is that in railroad or other matters which may come up, a shipper stands a far better chance of getting his rights if “The Handle Manufacturers of America” stand behind him, than as though a couple dozen men in the ash trade, or fifty in the hickory, offered their support.

### Oak Flooring People to Organize.

As will be noted at the head of the editorial columns of this issue of the RECORD a meeting of the oak flooring manufacturers of the country has been called at the Grand Hotel, Cincinnati, for Friday, Feb. 7. The object of the proposed organization is to get different manufacturers who are making oak flooring and shipping it in carload lots together, and establish uniformity in the way of grades, widths, sizes and lengths, i. e., establish standards. It is also proposed that a joint advertising policy be mapped out that the purchasing public may be more thoroughly educated up to the good qualities of oak flooring. It is thought a decided impetus can be given to the business which will be shared in by all engaged in the trade. It is not the intention to in any way establish or attempt to control prices. Without doubt the oak flooring people can put a movement on foot at this time that will be far reaching and redound to their material advantage.

### Lumber Association Meetings.

The most important association conference of the next few days—the annual meeting of the Hardwood Manufacturers' Association of the United States—will be held at the Grand Hotel, Cincinnati, on Thursday and Friday, Feb. 6 and 7. Full plans of this meeting are recounted in the news section of this issue of the RECORD. It is expected that this will be the largest and most enthusiastic meeting that has ever been held by this organization.

A special meeting of the Michigan Hardwood Manufacturers' Association will be held at the East Saginaw Club, Saginaw, Mich., at 2 p. m., Wednesday, Feb. 5, as noted at the head of editorial columns. A feature of the meeting will be an address on forestry by Hon. Arthur Hill of Saginaw, one of the best posted men on this subject in the country. Complete comparative statistics of the hardwood situation in Michigan will be presented by the secretary. It is a feature that will be of unusual interest to all manufacturers. It is believed that owing to the general market conditions and the necessity for prompt and uniform action, the meeting will call out nearly the total membership, which represents fully ninety per cent of the hardwood output of Michigan.

### Labor and Weather Conditions in the North.

Woods labor for the first time in several years is very plentiful in the north country. The lumberjack “hobo” has at last been pretty nearly driven out of the woods, which is a good thing for the high-class competent labor of that section, as well as for the loggers. Restriction of output is prevailing to a marked degree in both Michigan and Wisconsin. Again, weather conditions prevailing have made it practically impossible to carry on very extensive snow logging thus far in either of the states named. The winter has been unseasonably mild. What logging has been done has been accomplished through constant road patching. The nights have not been cold enough so that recourse could be had to sprinklers, and in many cases snow has had to be hauled to patch up the sleighing. If this weather continues it will not be possible to produce more than twenty-five per cent of normal log output in the hardwood sections of the North.

## Pert, Pertinent and Impertinent.

After Reading Much Expert Testimony.

The world's insane! The smile with which  
You ran to greet me yester eve,  
Th' embrace with all affection rich  
You gave me then, O Genevieve,  
Show you insane, ah, heaven, insane  
Beyond reprieve!

Me child! Me child! You climbed upon  
My knee and played with my mustache:  
What pangs did tell me, dearest one,

To find your mind all gone to smash!  
Climbed . . . played! Ah, heaven, within  
my heart  
What hopes went "crash!"

Friend of me youth, I saw you stand  
Upon a corner. When the car  
Went by you shook a clenched hand,  
Said things that sounded ill afar!

Brain-storm! Insane! Ah, who could doubt  
Where no doubts are?

And I—I took my pen and ink  
To write some verses for the day;  
I wrote awhile and then did think  
How pleasant were the new-mown hay!  
Ach Gott! Me too! No doubt at all!  
Take me away!

—New Orleans Times Democrat.

## Maintenance of Hardwood Values.

### Different Matter.

When baby cries  
for papa in the day-  
time latter puffs up  
with pride; but in the  
night—let mama have  
the glory.

### Charity.

To give with a free  
hand is good—with a  
free heart is better.

### If She Can.

It is as much a  
woman's duty to be  
beautiful as it is a  
man's to be brave.

### Matter of Course.

Women regard flat-  
tery as simply confir-  
mation of what they  
already know.

### Jealous.

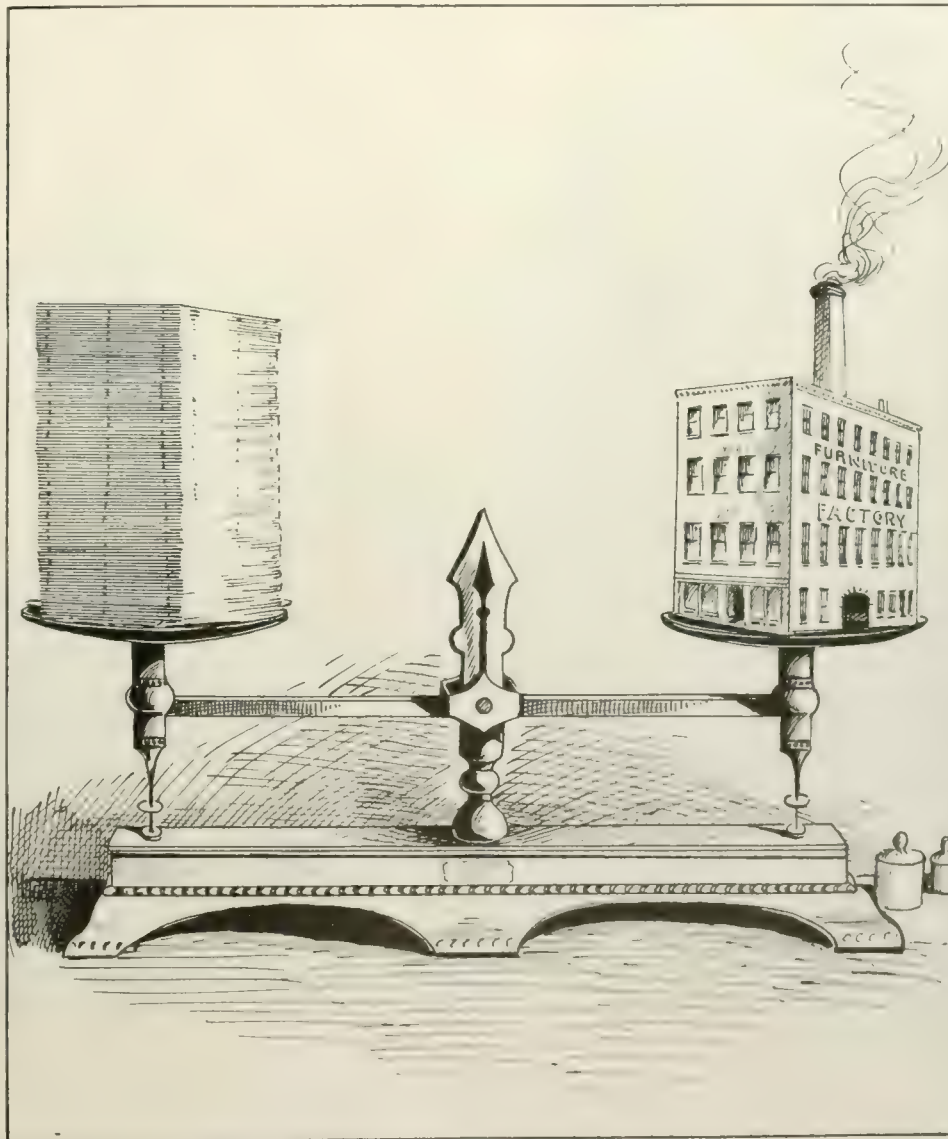
Some women's pros-  
perity is very trying  
—to their neighbors.

### Better Picking Out- side.

No dog ever got fat  
on hay, no matter how  
long he stuck to the  
manger.

### The Ideal Husband.

Only a good listener  
can expect to become  
one.



See that the Supply does not Overbalance the Demand.

Stealing, for Instance.

Invention is not the  
only child of Necess-  
ity—some of the rest  
are not so respectable.

### Look Twice.

Don't mistake a  
hole in the ground for  
a soldier, even though  
it is well drilled.

### Matter of Choice.

Allo, Homoeo, Os-  
teo, Hydro—or any  
other path you choose  
to take—leads to the  
same destination, the  
cemetery.

### Obvious.

Much "kindly com-  
ment" is only caustic  
criticism in a bun  
disguise.

### Never on Hand.

The "friends of  
other days" are  
usually busy touching  
some other fellow,  
when you need 'em.

### A Patient Man.

It is certainly the  
humorist who can call  
the big hole his wife  
makes in his bank ac-  
count spring and fall  
—his "millinery  
opening."

### No Occasion for It.

One lesson we should all learn from the  
recent financial flurry is that it is no longer  
necessary for all the rest of the country to  
sneeze when New York takes too much  
snuff.

### Especially Poets.

Many a person attempts to do a main-  
tent stunt on side-show ability and the  
funny part of it they can bluff the public  
into believing in them, if they keep at it  
long enough!

### Anxiety Well Grounded.

Laborer's Wife—What's the matter with  
my husband, doctor?

Physician—I will tell you in a minute.

Laborer's Wife—You won't make it any-  
thing expensive, will you, sir?



# AMERICAN FOREST TREES.

SIXTY-EIGHTH PAPER.

## Western Hemlock.

*Tsuga heterophylla*—Sargent.

This great western tree ranges from southern Alaska, through the mountains of British Columbia and the Cascade and coast ranges in the states of Washington and Oregon; on the western slopes of the continental divide, in Idaho and Montana, and as far south as Marin county, California. It reaches its finest development and is most abundant in western Washington and Oregon, and often forms a large part of the forests of those sections. It is occasionally found in the in-

is considered in relation to the eastern species. So great is this objection even at the present time that, although large quantities of the timber are cut and sold, it is often marketed under other names; for instance, Alaska pine, Washington pine, spruce and fir. Western hemlock, as such, has so far had little commercial standing.

This tree, when conditions favor its best development, often reaches a diameter of six feet at the butt and grows to be 200 feet in height. Its trunk is straight and cylindrical, but does not readily clear itself of branches,

pistillate purple. The fruit of western hemlock is an oval, pointed cone, an inch long or more; its scales are broad and thin.

The preferred habitat of the tree is damp mountain slopes; it will grow from tidewater to a great elevation, and in moist valleys. It is not hardy in the eastern states, but has been successfully used in ornamental gardening in Europe. It requires a great deal of moisture, and in rich river valleys, where the air is humid, it becomes a monarch among trees—graceful, handsome and picturesque.

The root system of the tree is extensive



TYPICAL FOREST GROWTH WESTERN HEMLOCK, CASCADE MOUNTAINS.

terior, at an elevation of 6,000 feet above the sea level.

The tree is known as hemlock spruce in California; as hemlock in Oregon, Idaho and Washington; as western hemlock spruce and California hemlock spruce in some localities; as Alaska pine to many northwestern lumbermen; as western hemlock fir and Prince Albert's fir in parts of England.

The introduction of western hemlock into the market as a building material has met with many obstacles, not the least of which is the great opposition and prejudice against it aroused by the name "hemlock," when it

even in a forest stand, which causes small knots in the timber and makes it difficult to secure any considerable percentage of clear lumber except from large trees. The branches are drooping and horizontal. The bark is reddish-brown, and scaly, with shallow fissures; it is used for tanning purposes, and the Indians made a certain variety of food from extracts of it.

The buds are brown and small; the leaves are grooved on top, with slender petioles; they are rounded at the tip and lustrous—somewhat paler green below than above. The flowers are solitary, the staminate yellow, the

and aggressive. Mosses sometimes a foot thick, and saturated with moisture, often clothe the fallen trunks and undergrowth in the dense forests of Vancouver. The light seeds of the western hemlock will frequently germinate on some great branch of a tree long dead. The virile roots push downward eagerly until they rectify Nature's error by finally reaching the earth and embedding themselves firmly to anchor the shoot. Finally the dead trunk rots away and the new tree is left standing on its unique but firm base, as lofty and confident as any of its neighbors in the forest.







EDWARD HEATH  
CHICAGO, ILL.

The wood of western hemlock is light, hard and tough; the heartwood is pale brown, tinged with yellow; the sapwood thin and nearly white. It is said by some lumber experts to be stronger and more durable than the wood of any other American hemlock. The wood is straight and even grained, and has a sour odor. There is not the considerable difference in either color or hardness between the spring and summer wood, that is seen in Douglas fir. It does not split readily and is thus specially suitable for box manufacture. The knots, though rather frequent, as above mentioned, are usually tight and sound, though often very dark colored. The regular and even structure of the western hemlock and the total absence of pitch, render it capable of rapid kiln drying at high temperature without injury.

## Builders of Lumber History.

NUMBER LX.

### Edward Heath.

(See Portrait Supplement.)

The HARDWOOD RECORD presents as a supplement to this issue the portrait of a prominent Chicago lumberman who, though well known through his extensive interests, has nevertheless been a somewhat unfamiliar figure among the trade the past few years—Edward Heath of the Heath-Witbeck Company. Mr. Heath has practically retired from active business and spends the greater portion of his time abroad, keeping in close touch with his associates, however, and with lumber affairs in both the home and foreign markets.

Mr. Heath was born in Amsterdam, N. Y., March 21, 1865. His mother came of patrician Holland Dutch stock, her ancestors being among the original settlers of the Mohawk valley. His father was of Scotch descent; he practiced law in Amsterdam, and was one of the prominent attorneys of the state, serving at one time as judge of the Supreme Court of New York.

Edward Heath had several brothers, all of whom received collegiate educations; but being full of energy and the impatience of "young America" to be up and doing and making money, he refused to acquire more than a common school education, and at the early age of sixteen left home and went to Osage, Ia., where he worked upon a farm for a year. He then came to Chicago and entered Willoughby Hill's clothing store as a salesman, remaining six months at a salary of about \$10 a week. A relative in the sash and door business in Chicago offered him a position as bookkeeper and clerk, which he accepted and filled so well that in a few months he was put to work inspecting hardwood lumber in the yard and later was made buyer. In about a year he returned to Amsterdam, N. Y., and bought a clothing and furnishing goods store, which he kept about one week, finding it far "too slow" after the different atmosphere of the big city.

After selling out, Mr. Heath went to Alba, Mich., and purchased a half interest in the

For flooring, molding, panels and other inside finish this variety of hemlock makes a superior lumber, not easily scratched, and capable of taking a high polish; in addition it shows excellent wearing qualities. It is suitable for all except the very heaviest structures, since it possesses great strength.

It is difficult to grade western hemlock by the grading rules in use for Douglas fir, as these rules would throw most of the lumber into the grade of "seconds." New rules should be put in force for hemlock in order to bring timber of better quality into the "merchantable" grade.

The photograph with which this article is illustrated was made in one of the Cascade forests by the Kiser Photo Company of Portland, Ore.

Alba Handle Company. He bought considerable maple timberland in the vicinity, and the company did a very profitable business in lumber and broom handles for about three years, when it was burned out; unfortunately Mr. Heath was able to secure only about ten per cent of the insurance due him, thereby losing nearly \$30,000. He rebuilt the plant, however, and on a much larger scale, continuing to operate it for another year, when he came back to Chicago and purchased an interest in the Carsley & East Manufacturing Company, makers of interior finish and lumber. Mr. Heath was made secretary of this company and handled the entire lumber department of the business. While there he rented twenty-five feet of ground fronting on Laffin street and started a small yard, carrying all kinds of hardwood lumber in stock.

Richard T. Witbeck was at that time salesman for the T. Wilce Company, and he decided to sever his connection with that concern and join Mr. Heath in the lumber business. The latter gave up his work with the Carsley & East Manufacturing Company and the partners established an office at the yard. This alliance was the foundation of the present large business of the Heath-Witbeck Company. Mr. Witbeck had entire charge of the sales department up to the time of his death, which occurred about five years ago.

Meanwhile Mr. Heath had incorporated the Evansville Lumber Company, on his own account, establishing its headquarters and yards at Evansville, Ind. Upon the death of his partner the assets of the latter company were absorbed by the Heath-Witbeck Company.

About four years ago Mr. Heath turned over the active management of his lumber affairs to C. H. Wolfe and C. F. Holle, assistant treasurer and secretary of the company, respectively, and in 1907 Clarence Boyle became its vice president.

The Heath-Witbeck Company does not maintain a Chicago yard. Its dry kilns are

located at Thebes, Ill., which is its main distributing point, and where a stock of all varieties of hardwood is constantly kept on hand. It controls the output of several mills—yellow pine being manufactured at Constance, Ark., poplar at Clarksville and McEwen, Tenn., cypress at Melville, La., and hickory, oak and other hardwoods at Prescott and Halley, Ark. The company owns considerable valuable yellow pine land and controls the stumpage on about 30,000 acres of hardwood timberland—enough to keep its mills running for seven or eight years. The output of these mills averages about 18,000,000 feet a year. The company does a considerable export business, chiefly through the Antwerp, Bremen and Glasgow markets. Oak is its principal output and it supplies large quantities to the furniture trade and to retail yards.

Mr. Heath belongs to the National Hardwood Lumber Association, to the Chicago Hardwood Exchange, and to a number of clubs, among them the Chicago Athletic, the Glen View Golf and Edgewater Country Clubs, and the Tennessee Club of Memphis. He is a veteran traveler, a golf player, and, though an automobile enthusiast, has not lost his fondness for the horse, aiming to take a "constitutional" on horseback every day. Mr. Heath is married and has one daughter, whom he is educating in Paris. He and his family have lived on the Continent most of the time for nearly three years, and many are the delightful trips which they enjoy motoring through Italy and France.

Mr. Heath is possessed of a pleasing and forceful individuality which at once conveys the impression of great activity in any line toward which his energy may be directed—whether it be mental or physical labor, or the pursuit of business or of pleasure. He has always been a success and it is worthy of note that even when he was half owner of a flourishing and extensive lumber concern he was still too young to execute deeds or conduct negotiations in his own name. He has the reputation of open, square dealing in every transaction with which he is connected, and indeed a man whose moral and financial standing have long been so well established needs no panegyric at the hands of anyone, and may be said to represent the very highest type of the American business man.

### American Lumber Products in France.

Paul H. Crane, vice-consul general at Marseilles, France, in replying to inquiries received regarding the French market for American box shooks and building lumber, says that there is a demand there for red gum, at prices ranging from 75 to 125 francs (franc, 19.3 cents) per cubic meter (35.314 cubic feet) c. i. f. Marseilles, according to quality and thickness. As to wood for box making, local dealers say that they find sufficient for their needs in either France or the island of Corsica, and American exporters must be prepared to meet quotations ranging from 55 to 40 francs per cubic meter in order to do business in this line. The rise in the price of American oak has resulted in diminished importations of that wood, which is selling at 100 to 160 francs per cubic meter c. i. f. Marseilles. This is not an important point for apple and cherry woods. The retail trade does not undertake import business, and offers should be made to wholesale dealers, whose names can be obtained from the United States Bureau of Manufactures.



## Handle Manufacturers Meet.

A special meeting of the Handle Manufacturers' Association of America took place at the Claypool Hotel, Indianapolis, on Tuesday, January 14. While not large in point of numbers, a goodly proportion of the entire handle output of the country in different lines was represented and plans made for the vigorous continuation of the work already so well begun by the officers of the association. In order that the various branches of the association may be accommodated, meetings of the entire organization will not be held so close together in future, but the ash men, the maple men and the hickory men will meet separately at the call of their respective vice presidents at some point centrally located with regard to the production of their specific line.

The presence of two delegates from the Canadian Handle Association added not a little to the interest of the business session and the pleasure of the dinner, which was served the association and its guests in the evening.

### MORNING SESSION.

The first session was called to order at 10 a. m. by President Clendinen, who spoke as follows:

#### President's Address.

Mr. Clendinen: I would like to appoint a doorkeeper to shut the door and lock it, for when I get through I don't want to be left entirely alone. I endeavored in the last two weeks to jot down in some kind of form a little address to be made before this association at this time, but hardly think I will present it unless I should hand it to the jobbers of the handle trade and the *HARDWOOD RECORD*, to be printed.

There are a few things I wish to touch upon which are not in this address of mine. The first is in reference to the association—that it seems to be the impression of a number of the manufacturers of other kinds of handles that the hickory division is too strong, and it is their intention to try to control these meetings. I will say on behalf of the hickory members of this association that that is the farthest from their intentions! We feel that all handle makers need some assistance. Manufacturers are learning more and more every day that each is dependent upon the other—that none of us can stand without some assistance from our neighbors. One of the prime objects in dividing this association into the three divisions—ash, hickory and maple—was that each division might control its own line exclusively. The allied associations would then inspire strength and enthusiasm and we could put on an infinitely better front when we went out on the market to dispose of our product. Now it is true that a number of these divisions have other associations. I doubt whether they have any larger attendance than the hickory handle association did when it was in existence, but it devolved upon a few to attend these meetings, do the work, and a number of outside manufacturers would stay at home, keep their money, and reap as much benefit as those who spent it for the furtherance of the industry. Now it is simply impossible for any business man to thrive or get benefits from an association unless all the members—not a half dozen or a dozen, but all—attend the meetings. They must give their support. They must also relieve themselves of a dollar occasionally for the support of the association. We can't run it on wind any more than we can run our handle factories on wind.

Now there is another thing I wish to speak upon, and that is in reference to prices. A good many manufacturers deem it advisable to stay out of an association on account of established prices. You all know that in these times it would be impossible for any association to organize and endeavor to control prices absolutely. But there are other lines which can be brought out which will advance the cause of the manufacturer of handles. There is a hard proposition for manufacturers along these lines to work out, which is to discover the actual and absolute cost of their product. We all think we know what our stuff costs, and we are satisfied with ourselves. But at the same time, meeting where we can talk with one another and find out different ideas, get acquainted, create a more sociable spirit—in that way we can all get information and at every meeting learn something that will be of benefit to us at our own plant.

I have been in the handle business only about six years. Two years after I entered it the entire management was thrown on my shoulders. While I have not made a great success of it, the greatest part of my success in handling it

satisfactorily, things began to readjust themselves. Many of the banks have been reorganized, and real sound business men were put at the head of them. Physical conditions of the country never were better. There is plenty of money in circulation today. The cotton, corn and wheat crops are all splendid. There were \$650,000,000 worth more products produced in 1907 than in 1906. These figures are according to the last report of the secretary of agriculture. Now prices, of course, should be maintained. It would not do us any good to go out on the market today and force the sale of our goods at a lower price. We are not helping conditions a particle by so doing. We are making them worse, and the only way I see is to go up against this proposition with a good bold front, and maintain your prices. Your goods are in demand, people are going to buy them, and you will find a market at good living prices if you hold them up. But if we chop them to pieces we are only demoralizing our interests and at the same time losing our prestige with the trade, and there is no call for any discount in price of any manufactured product today.

I didn't intend to talk so long—you will wish I hadn't said anything, so will turn over the floor now to some of my friends who represent the maple and ash divisions. Would like to hear from Vice Presidents Alexander and Sperry.

Mr. Alexander: As far as I can learn the broom handle trade is now about as brisk as could be expected. We have sold all the handles we can make and have demands we are unable to fill. I find brother members also who have not been able to fill them. Dowels are practically a dead letter. Have not sold one for two months and have not had an order.

Mr. Sperry: In regard to the ash handle trade, I think our association in the finished trade is standing right up, although we are not getting in orders to ship for immediate delivery. The jobbers are holding off, thinking they will be able to break the price, and we are letting the goods lie right in the warehouses, and it remains to be seen who has the longest wind. They will have to be furnishing their trade in the next forty days, however. The largest jobbers always take in in January, but we find quite a good many holding over a fair supply, which is enabling them to hold out to get a better price. The unfinished ash trade is in the worst condition, and we feel they ought to be gathered into an organization before anything can be done to benefit it. I have personally written a number of them. Some promised to be here, but very few came. They don't know the benefits they would receive if they would spend a few dollars for experimental purposes. I thought perhaps I would take a trip next month and talk matters over face to face, and see if we could not gather them in in that way, for I feel organization is the only way we can get a fair living profit on the goods, and it will take lots of hammering away at them to get them in.

Mr. Clendinen: On account of our Canadian brethren, who probably would like to hear a lot of this "dope" just as well as the balance of us, we will transact what other business we have before luncheon, and wait for our friends from Canada. After that we want you all to return for a general discussion of the conditions, etc., that are now governing our several lines. We will listen to the secretary's report.

#### Secretary's Report.

Mr. Gibson: I don't want you gentlemen to get discouraged by any means through what you may think is a pretty slow start. With my experience I believe this is the best start an association ever had. I think by constant plugging such as we are trying to do we are going to get all the divisions in the organization as enthusiastic as the hickory men, and make a



T. R. CLENDINEN, ATCHISON, KAN.,  
PRESIDENT.

has been through coming in contact with successful people in the handle business and getting ideas from membership in the old hickory association. I am satisfied that 75 per cent of my own advancement has been gathered through that and nothing else. It was not due to what I learned the two years I was with my partner or by my own capabilities, but gathering the ideas of the different manufacturers and putting them together that has allowed me to be alive as long as I have been in the handle business. Now it is necessary, as I said before, that every member, in order to make this association a grand success—for that is what we are going into this work for, paid our money for—shall do his part, and attend these meetings.

Another thing to be considered is the present condition of the market. My knowledge of the handle markets outside of the hickory end of it is very limited, but there are other representatives here in different lines who know the conditions in their own special line. Today the hickory handle manufacturers are up against a very serious proposition, principally on account of the recent financial flurry. As you all know, our financial stringency was not caused from any real reason. It was a speculators' panic—a Wall street panic—and as soon as the speculators found that they could adjust things



great big winner out of this association. I will send some correspondence which has passed between your officers and the Canadian Handle Association, showing their sympathy and attitude toward the movement.

The secretary prefaced his report with the reading of the above mentioned letters, announcing that the Canadian association would send as delegates to the handle meeting Messrs. Braddon of London and Cameron of Strathroy, Ontario. He announced that the cash received up to January 11, 1908 was \$290, disbursements for postage, printing, traveling expenses, clerical work, etc., \$135.12, leaving a balance on hand January 11 of \$154.88. Since that date ten new members have been received and paid dues.

#### Appointment of Committees.

President Clendinen appointed or ratified the following committees, to be continued for the ensuing year:

Committee on Market Conditions—Messrs. McCulloch, Hartwell and Peters.

Committee on Constitution and By-Laws—Messrs. Hale, Eusem and Turner.

Committee on Resolutions—Messrs. Sperry, Alexander and Clem.

Committee on Credentials—Messrs. Griffith, Sperry and McLaughlin.

Committee on Auditing Accounts—Messrs. Sperry, Rugg and McCulloch.

Committee on Entertainment and Program—Messrs. Gibson, Alexander, Gates and Hale.

Executive Committee—President Clendinen, Vice Presidents Sperry, Alexander and Scott, and F. W. Peters.

Mr. Clendinen: I would suggest that the above committees get their heads together as early as possible, and if they want to hear from anybody else besides themselves they should notify them at an early date so they can collect their thoughts. Has any member any suggestions to offer as to matters pertaining to the meeting this afternoon and evening?

#### General Discussion.

Much interesting discussion was had relative to accurate cost finding systems, prevailing prices and the present tariff on handles exported to Canada, which was participated in notably by Messrs. Clendinen, Scott, Peters, Hartwell and Gates. Several methods of relief were taken up and considered, but no definite action taken.

Mr. Andrews: Our congressmen cannot control the tariff matter except through reciprocity. It is the Canadian tariff we are complaining of—but how can they cut down the Canadian tariff? That's what we are suffering under. With reference to prices, the hickory factories are divided into several groups. We who are handling northern hickory are laboring under different conditions that do not prevail where hickory is more plentiful—among the factories located in the southern belt. We find our trouble is scarcity of hickory and the difficulty of getting rid of the cheaper grades of red handles and refuse. Too much of our stuff goes into the wood pile, and then the all red handles we have very little call for. Another thing I would like to suggest, which is hardly germane in this discussion, is the question of prices. We are located in Norwalk, O., and there are a great many little factories in Indiana and Ohio. The great bulk of them, however, are selling their goods at a great deal cheaper than we sell ours. We have lost much trade in various large markets for the past two years and been forced to seek it elsewhere because of the competition of these small factories not represented here, and it seems difficult to get them in. We would like to have some method devised to reach these small manufacturers and get them to sell their stuff on a living basis.

Mr. Clendinen: It is true that conditions are very different with almost every manufacturer, but it is self-evident that if questions might be gotten together and propounded to each and every manufacturer, and he would give accurate information to draw from, it would enable those

who labor under different conditions to get somewhere near the point he is driving at. In this educational matter we don't want estimates or guesswork—we want actual cost of our product whenever we can get it.

Mr. Scott: Some of us perhaps don't know how to figure cost, although we think we do. Let us get some ideas on system and take from the information we get the best system, and let it be given to each member of the association. Perhaps you or I leave out a few things in our general expenses and items under that head. Let us instruct those who may not know. We cannot go ahead this way, for we have different costs in making handles, but we can all adopt one system of cost finding.

Mr. Peters: Anyone can go into the handle business new and for a couple of years make money, for the reason that it takes about that time to accumulate low grade stock; and then they begin to realize that they have not made any money in the handle business. I know that there will be burned up this season several thousand dollars' worth of handles. I would rather burn mine up than put them on the market and run the market down.

#### An Important Motion.

Mr. Scott: I move that we all proceed and appoint a committee to make and formulate and



P. C. SCOTT, ST. LOUIS VICE PRESIDENT FOR HICKORY DIVISION.

give to the secretary a system of cost finding on different products. I may figure my cost at so much per dozen, and figure out how much I can sell for, based on that cost—at a reasonable profit. I may be figuring wrong and leaving out a few things. Now if I have such a system, or schedule, before me, I may say "I forgot that," or "I didn't put this in," and then I will figure closer next time. So I think it would be wise to make up a system based on items of cost furnished by everyone, and let these blanks be given each member. We talk about educating ourselves and those who don't know. I say let us do it.

Mr. Scott's motion received a prompt second, and in the discussion which followed he explained it more fully.

Mr. Scott: The idea is to assist everybody in finding his way out to give him a system to look at in figuring it. Nobody can tell how much anybody's handles are going to cost—they don't want to—but the committees in the various trades can help us in arriving at our own, and by a method uniform with the basis on which others are figuring—perhaps better and more complete than the one we are using. We are here to help each other and educate each other in the handle trade. Let us do it. These

committees will have no easy job. We are all

I know just one little suggestion that I might get from such a system would be a help to me, and I would study it very carefully. You must understand that I do not mean a system to say what your selling price shall be. That is always for you to say, after you find out what it really costs you to make handles.

Mr. Scott's motion was enthusiastically carried.

#### Reception of Delegates.

W. H. Braddon of the Columbia Handle and Lumber Company, London, Ontario, and J. W. Cameron of the Cameron-Dunn Manufacturing Company, Ltd., Strathroy, Ontario, delegates from the Canadian Handle Association, were then presented to the association.

#### Mr. Cameron's Address.

Mr. Cameron: Gentlemen, we came, like most of yourselves, to gather some information, and I will say this: that we are quite willing to give any that we can in return. We are rather a small body over in our country, and while we are not a very small country we are only a few people. We were very pleased to have this opportunity to come over here. It is the second time I have had the pleasure of meeting your association. Of course, unfortunately, we got here a little late, and didn't get in for the commencement of the meeting. However, as I see from the trend of what has been going on, you are evidently endeavoring to get some information along the lines of a system of cost finding. Well, I think that is all right—the actual cost of the handle, as some have said, will materially differ as circumstances rule. Different handles are made under quite different conditions. We are living way north, but we get some of our timber from the South. That, of course, makes a very great difference in the cost of our raw material to what it does your southern manufacturers who are right in the district all the time. However, there is the possibility of devising a certain system that could be looked over to give information to almost anyone. Without taking up your time just now—possibly a little later on—I might just say that from our own business we don't know just what you mean by the ash division. Our business runs largely into ash fork handles. I would like to get in touch with any man here who makes that line of goods. Probably your ash men have associations of their own. Nearly all our factories make the different lines. Here you apparently specialize much more than we do. You have a larger market, and unfortunately you try to get ours! [Laughter.] That is what we don't like about you! We are perfectly willing to let you come to the line and shake hands across the strip, but we prefer you stay at home. Of course we can't help that, much as we would like to. [Laughter.] There should always be some friendly rivalry even in business. I want to just say this—I think we have you beaten as far as prices are concerned! That is, there are not a lot of different lists among our association. We started out with one list. Of course we are comparatively small, but when we make a list, although we are not Canadians we stay right by it. Even when we see American manufacturers come in there and undersell us, we will stay by it. Of course there may be a time when we will have to give up and present we do it. I don't know that I have the right to say you gentlemen have four or five or sixteen or twenty different prices that you sell at, but I think you won't find any fault if I take that impression from what has been said here. I have always believed in this principle: that it is the profit that sweetens labor, and I am after that sweetness every time! Our association is one and the same, and while our profits are comparatively small, we are satisfied. We have actually got the "standing pat on price" proposition fixed in Canada, and I would like to see it here from a selfish motive, as it is in the U. S. We are



business was of the same kind. I would be better for us, and I am satisfied it would be better for you.

#### No Trust Idea.

Mr. Gibson: We cannot do what the gentleman from Canada suggests on account of our so-called "anti-trust" laws, and we are not trying to. We would be liable to go to the penitentiary for a season if we did that. I suppose our chief object in inviting you people here was to see if you could help us get rid of that iniquitous tariff law you have over in Canada!

Mr. Cameron: I am a Tory and we are always high tariff people. The other party—my friend Mr. Bradburn might possibly help you out on that. He belongs to the other side. [Laughter and applause.]

After much friendly banter and discussion along the above lines, the association adjourned until 2:30 p. m.

#### AFTERNOON SESSION.

Mr. Clendinen: It is now time for us to resume our arduous duties, gentlemen. We will hear the reports of various committees, and would like some discussion on prices, market conditions, the necessity of a uniform basis of manufacture, etc.

Mr. Gates: It is up to us today to state whether we are going to make money for ourselves or for the jobbers and the railroads. Perhaps some of us have made so much money in 1907 that we don't care to make any in 1908. Perhaps we have made so little money in 1907 that we must make some money in 1908 or pass over our business to the United States courts.

Mr. Gibson: In the hardwood lumber trade they started cutting down output. I understand that your market is overstocked. The result of the lumbermen's action is that the lumber trade is still getting practically the top notch price for their goods. It occurs to me that rather than attempt to establish a market condition report, you regulate this matter of supply and demand and make handles so scarce you can command a just price for them. I suppose some are in a position to shut off output very much, and others are obliged to. I believe that would do more to strengthen the situation than to load the market and demoralize trade. Is there not some value in restricting output for a while?

Mr. Gates: There is no manufacturer of hickory handles today that has any surplus of high grade handles. I presume if anyone would take the trouble to go over the different manufacturers here today, the amount of stock on hand and the grades, you would be astonished at the amount of low grade stock there is and the very small proportion of high grade.

Mr. Peters: I think we ought to all speak on this question and give an opinion about it.

#### Market Conditions Committee.

After considerable discussion the market conditions committee was continued, and will make their report in printed form to each member of the association in the near future.

#### Committee on Resolutions.

The committee on resolutions presented the two following documents as their recommendations, and they were duly accepted and adopted:

WHEREAS, The purpose of the association is the improvement of the handle business from a "losing, holding-even or small profit" basis to a more lucrative profit-earning basis; and

WHEREAS, Enough of the smaller manufacturers will remain out of the association to greatly demoralize the market; and

WHEREAS, Some members of the former handle association were, from financial or other reasons, unable to live loyal to association principles; and

WHEREAS, Some of the buyers of handles resort to various methods of securing lower prices from manufacturers who are not duly alert and well posted on market and other conditions; therefore be it

Resolved, That the members of this association carefully study out a systematic plan of marketing handles and submit same to the secretary of this association, and that he submit same to the committee, who shall carefully study out the advantages and disadvantages of such plans and

then formulate some practical plan for a uniform system of marketing handles and submit same to the members of the association at its next meeting.

C. W. SPERRY,  
H. B. ALEXANDER,  
OLITH CLEM.

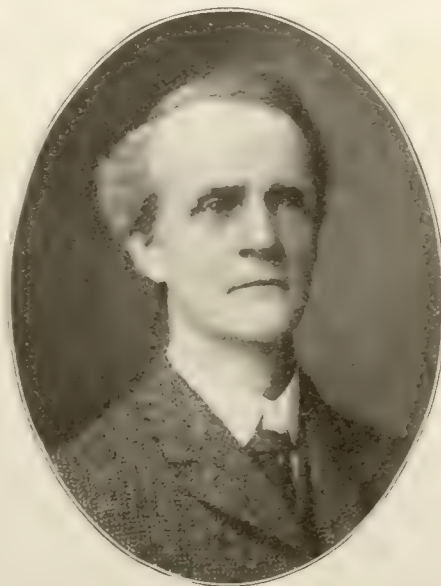
WHEREAS, The prevalent conditions of trade and the prevailing low prices on handles does not justify a continuation of the present production of handles; therefore be it

Resolved, That this association reduce production 75 per cent for the following sixty days.

C. W. SPERRY,  
H. B. ALEXANDER,  
OLITH CLEM.

The first resolution called out considerable discussion and a number of those present who have had experience in marketing ash handles through a general selling agency, thus keeping stocks well balanced and moving, gave details of the plan and spoke very favorably of it.

Mr. Cameron: I understand that the bent woods men of the United States and Canada have entered into some such arrangement as that. It is one of the best things, they believe, they ever came across. I think that resolution has in view a splendid thing for the trade. In looking over the manufacturers here it seems to me that what the smaller manufacturers ought to do is to start into something like this, although I feel a little



C. W. SPERRY, FORT WAYNE, IND., VICE PRESIDENT FOR OAK AND ASH DIVISION

bashful in trying to tell you what you ought to do. If you would start out by putting up, say, \$200 each and put it into a pool with a fund and traveling secretary, and have him go around continually and see the smaller men, it would be a move in the right direction. At least if I were one of you I certainly would advocate it and would deposit my \$200, and I would get it back, too. This scheme is costing us between \$200 and \$300 each every year, but if it cost us \$1,000 a year to keep up the organization we would put it up, because it would be the best investment we could make. I think if you gentlemen here would just start out in something like that and keep it up you would find out in the years to come it would be the best investment you could make. Not only would it be good for you, but you would be helping your weaker brethren. A man should never be so selfish that he can't help the other fellow a little bit. I think it would be a great benefit to this handle association, because prices of necessity must not get less. The crop of timber does not grow every year like the crop of hay or oats, and prices, instead of going down, must of necessity go up. If you could encourage the little men in the trade to go into it you could give them their money back if it did not produce results, and

you wouldn't have to give it back, either, for the results would be excellent.

Mr. Gibson: I think the scheme would be practical, but on a proportionate basis with the output of each man. The small man could not pay as much into the agency as those running several lathes. In getting funds there should be some basis to correspond to basis of output.

Mr. McCulloch: We have provided for the grading of handles after they are made. Would it not be a good plan to provide for the grading of slabs? I move that a committee be appointed to take up the matter of grading hickory slabs.

The motion was seconded and carried.

#### Concerning the Maple and Ash Divisions.

Mr. Clendinen: Gentlemen, I have something I want to say in connection with our organization. There has been demonstrated here today that practically all the work has been done through one division. We have with us today men from the broom handle and the agricultural implement divisions, but our entire pressure has been brought to bear upon the hickory business, and I have been somewhat nervous all day in regard to that. We have called these gentlemen here and they have come; they have been more attentive really than some of our hickory friends, and it seems that what has gone on has not been really an imposition upon them, because you could not call it that; still it strikes me we are a little lax in our organization. I feel that each one of these divisions should have an organization of its own to transact such business as is interesting to it, and then present it to the general body, and we unanimously say to that division—whatever it is, "We are behind you!" We can meet at the same time and call separate meetings, or at different times, and at an annual meeting, as a general roundup of the whole day's work, we can all meet together for a short time and adopt the action of the various associations as a whole, letting it so go out before the world that we are all together. During the lunch hour I was talking with Mr. Alexander and Mr. Ensign, and they suggested that they call a meeting of their own division in the neighborhood to endeavor to get manufacturers interested in their line of work. This is a very good idea, and I would like to hear from some of the members on this score.

Mr. Ensign: It seems to be hard to bring the broom handle men out because they think this association is all one way; on the other hand, they don't realize what an association could do for them, because they have never been allied with one, and when you approach one of the manufacturers to attend a meeting he says: "The hickory fellows are running it, and guess I won't go down." We think it would be wise to call a meeting of our division and make some more efforts to get them together. There is an army of them if we can get them out, and some of them are not small manufacturers, either. I would like to see it done.

#### Important Action Taken.

Mr. Andrews: I move the vice president of each division be authorized to call a meeting of members of his trade at any place and date that seem satisfactory to him, and that the secretary, and if need be, the other officers, be instructed to cooperate in such a meeting.

Mr. Hale: I have been listening to the hickory end of it all day. They cut the timber and make the handles to loosen up the dirt and we make the handles to throw it and scoop it out. Our representation is light here today and I am in hopes that we may all get together eventually. I promised Mr. Sperry I would try to get here and cooperate with you, and am in hopes we may accomplish that end yet.

Mr. Clendinen: The entire association should be always willing to ratify the action of any division. As a whole body we can show strength, and when the time comes for any action of any section to go abroad, it goes before the people as a whole and not as the legislation of a dozen here or there.



Mr. Andrews' motion met with unanimous support, thus evidencing the fact that no one faction has any desire to "dominate" or "control" and that all divisions are willing to accept the action of any other without question or interference of any kind.

#### Next Meeting Place.

Much discussion regarding next meeting place ensued, in which Memphis, Cleveland, Louisville, Chicago, St. Louis and Pittsburg were favored. The generous invitation extended by the Turner, Day & Woolworth Handle Company of Louisville and the I. F. Force Handle Company of New Albany, Ind., to the entire association to be its guests at the Louisville Hotel, Louisville, Ky., finally decided the matter in favor of that city, and the date is the third Wednesday in May.

#### Coöperation Needed.

Mr. Scott: I think members should write the secretary occasionally how conditions are, and help him out. He can't sit in his office and think up things to benefit the handle industry. He can't see conditions in different parts of the country. He must be advised, and he can take these confidential letters and disseminate the information in a general way for the good of the trade. He can also write letters of solicitation and help us all in many ways if we coöperate with him. Our spoke association is little more than a year old, and consisted of six firms at the first meeting. Now it is strong and large, and we recently showed \$4,323.43 in the treasury. The secretary sends out questions and bulletins continually, some of which I have with me here.

Mr. Clendinen: We can instruct our secretary as to what he ought to do, but as a matter of fact your officers can't do a thing unless backed by members of the association who will furnish the officers the information asked for, and furnish it accurately. Reports and questions such as Mr. Scott referred to are a good thing—we all want to know what production is, how the market stands, etc. I will venture the assertion that every man's sales in the hickory line are 50 per cent less this month than in November. I might form the conclusion that my business is getting away from me. I might feel that the financial stringency is gradually being forgotten and that there is business, and I don't know why I am not getting my share of it. While if I could go over these reports I could compare my business with what the other fellow says he is doing and know the business is not there to get, and that I need not worry about anybody's stealing it. Now when the secretary sends out and asks for this information it behooves us to furnish it to him immediately and accurately. Careless information is no good to the association. It is accurate information that we want, and I will guarantee you that if you will furnish our secretary with accurate statements it will assist you, make you money, and ultimately our association will accomplish what it started out to do. Of course the information furnished will be treated confidentially. As there seems to be no further business to come up, I will entertain a motion to adjourn to meet in the dining room on the second floor at 7 p. m.

#### THE BANQUET.

T. W. Clendinen presided at the delicious dinner served by the association to its members and guests in a small dining room of the Claypool Hotel Tuesday evening. No happier choice for toastmaster could have been made, and although Mr. Clendinen modestly protested that it was his first "offense" in such capacity, he established a reputation for saying just the right thing at the right time, and in the most graceful manner possible.

The first guest called upon was N. A. Gladding, who was assigned the subject "We Came—We Saw." Mr. Gladding told some amusing stories in his usual breezy manner and welcomed

the handle makers to Indianapolis, saying that were he mayor he would present the keys of the city, but would gladly borrow them for the occasion if the visitors would remain; also that he would entertain all who would enjoy it with an auto ride Wednesday morning, and a trip through the great saw plant of E. C. Atkins & Co., Inc.

R. W. Cameron, who aside from being a handle maker enjoys the further distinction of being mayor of Strathroy, Ont., was asked to address the diners on "Abolition of the Canadian Tariff on Handles" and responded with an address which was not only humorous and entertaining, but masterly, showing as it did a wide knowledge and firm grasp of trade conditions in both the United States and Canada, and a desire to promote not only amicable but cordial relations between the two countries. Mr. Cameron paid tribute to the intellect and business power of our citizens, and urged that we learn to know Canada better. He believes his country is destined to have a brilliant future, though just awakening to its great resources and possibilities, and while its people are steady and conservative, they are social and progressive. The speaker urged more enthusiasm in association work, the elimination of all petty jealousies and selfishness, and the earnest effort of each for the



H. B. ALEXANDER, HILLSBORO, IND. VICE PRESIDENT FOR MAPLE AND MINOR WOODS DIVISION

benefit of all. "Though you do not accomplish great results at first," he said, "it isn't what you do as much as the spirit you do it in—be generous, be magnanimous."

W. H. Braddon responded to the toast "My Partner's Brother, the King," by saying that he was "not much of a speaker, but a tremendous thinker." He reviewed the history of the Canadian Handle Association and said it had been a great success the past few years. He cited that several officers in his company had been mayor of London, calling attention to the fact that, though he claimed no distinction for himself, he must be good company to move in such distinguished circles.

C. W. Sperry, vice president of the ash division of the association, was called upon to speak on "The Minority." In this relation he told the story of the stuttering boy who went to the veterinary with a balky mule; the doctor gave it a dose of medicine which started it up immediately and it tore away down the road before the astonished boy could open his mouth. He finally managed to request the doctor to fix up the same kind of dope for him quick, as he "wanted to ketch that 'ere mule!" Mr. Sperry was sanguine that, though the ash division is at

present somewhat behind the hickory people in point of numbers, it won't be long before it will catch up.

A. V. Andrews proved himself an able speaker on "The Man of Many Parts." He told a number of stories and seriously urged the necessity of enthusiasm and coöperation in association work. He advocated spending sufficient money to keep pounding at the small manufacturers and getting them into the fold as fast as possible, and believes that if they can once be made to see that their interests lie in the direction of association work they will go in for it.

H. D. Hale, "The Man of Many Parts," assured the association that whatever it did he believed would be for the advantage of the many and that he was always for it and with it.

P. C. Scott, whose generosity and good-fellowship had caused him to be placed on the program as "The Man of Brewster's Millions," merely announced that, having nothing to do, he would rise, and having nothing to say, would sit down. Even the delicious "cold bottles" to which Mr. Scott treated the entire company did not assuage their disappointment at not having a few words or a story from him.

H. B. Alexander was assigned "Any Old Thing," but he chose to give a little talk showing his enthusiasm in the new organization and his determination to eventually round up the delinquents in the maple and minor woods division of the organization.

F. W. Peters of the I. F. Force Handle Company discoursed eloquently on "Sunny Jim." "The Hoosier Handle" was described by Abner Fellabaum. Thomas McCulloch tried to show up his "Wicked Partner" without damaging himself; he summed up Mr. Gates in a word—"When he goes after anything he generally gets it, and when he gets anything good he willingly tells it."

J. L. Donahoo gave a satisfactory explanation of "Why Is Arkansas?" He would have the public believe that it is the greatest state in the Union in point of resources and promising future. Jeff Davis' ears would have burned had he heard Mr. Donahoo's remarks, but they were none the less amusing to the guests. He firmly believes that "of all the saws he ever saw, he never saw a saw like Arkansas!" Not even those made by the Hoosiers at the Atkins plant.

C. L. Hartwell was assigned "Keeping Still and Sawing Wood," and intimated that his subject was a hint for him to say as little as possible; he aptly announced that he was still sawing wood and hoped to continue to saw it for some time to come.

Charles D. Gates pleaded not guilty to "Fath-ering a Trust," although he said he was usually "glad of the opportunity to father anything," and should like to be classed with the other great fathers of the country—Washington, Lincoln, and even Father Time.

"The Choctaw as a Handle Maker" was assigned to Ollie Clem: "I Am from Mizzouri," to M. G. LaPierre, who is willing to let other handle manufacturers "show him" a few things. C. H. Amos was "A Strenuous Invalid" who, by the aid of Dr. Scott's prescriptions, was able to stand up and deliver a charming little speech. Dr. Hammersly expounded "Materia Medica for the Handle Trade." J. F. Jones told of "The Shaver;" Douglas Malloch recited some of his delightful verses and was obliged to respond to an encore.

The meeting was a thoroughly enjoyable and helpful one and the dinner added not a little to the promotion of interest and camaraderie.

#### Attendance.

T. R. Clendinen, Jackson Woodenware Company, Atchison, Kan.

W. L. Dameron, Huntsville Handle Manufacturing Company, Huntsville, Mo.

H. B. Ensign, Keystone Handle Company, Corydon, Pa.



N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.

J. L. Marx, Frankfort Handle Manufacturing Company, Frankfort, Ind.

E. L. Griffith, G. V. Griffith & Son, Albany, Ind.

W. H. Braddon, Columbia Handle and Lumber Company, London, Ontario.

W. L. Hammersley, Frankfort Handle Manufacturing Company, Frankfort, Ind.

H. B. Alexander, Hillsboro Novelty Works, Hillsboro, Ind.

J. L. McLaughlin, John L. McLaughlin & Sons, Bedford, Pa.

C. H. Amos, Amos Brothers' Handle Company, Poteau, Okla.

M. G. LaPierre, La Pierre-Sawyer Handle Company, Jackson, Mo.

Ollie Clem, Hugo Handle Manufacturing Company, Hugo, Okla.

Clarence F. Turner, Turner, Day & Woolworth Handle Company, Louisville, Ky.

Charles D. Gates, Turner, Day & Woolworth Handle Company, Louisville, Ky.

C. L. Hartwell, Hartwell Brothers, Chicago Heights, Ill.

Thomas McCulloch, Turner, Day & Woolworth Handle Company, Louisville, Ky.

Abner Fellabaum, Frankfort Handle Manufacturing Company, Frankfort, Ind.

J. W. Cameron, Cameron-Dunn Manufacturing Company, Ltd., Strathroy, Ontario.

C. S. Jackson, El Dorado Hardwood and Manufacturing Company, El Dorado, Ark.

F. W. Peters, F. F. Force Handle Company, New Albany, Ind.

J. L. Donahoo, American Handle Company, Jonesboro, Ark.

C. H. Jones, J. F. Jones' Sons, Columbus Grove, O.

J. M. Lentz, C. F. Lentz's Sons, Marysville, O.

P. C. Scott, Keller & Tamm Manufacturing Company, St. Louis, Mo.

H. D. Hale, Union Handle and Manufacturing Company, Ashley, O.

C. W. Sperry, Sperry Manufacturing Company, Fort Wayne, Ind.

L. A. Lagomarsino, Rubber Grip Tool Handle Company, Paducah, Ky.

A. V. Andrews, McCrillis Handle Company, Norwalk, O.

Henry H. Gibson, HARDWOOD RECORD, Chicago.

Douglas Malloch, American Lumberman, Chicago.

A. E. Gordon, HARDWOOD RECORD, Chicago.

W. C. Howe, American Lumberman, Chicago.

wood," observed the sash-sticker man. "What is going to happen to the layout now the boss is working at the kid's job?" There was something doing, sure. "I'll tell you," said the turner, "the old man is getting economical and is saving that old relic for his porch in the summer time."

Meanwhile the boss passed on to the mill and deposited his burden in the drafting room. The matter was evidently more than a joke and we exercised our minds in vain trying to solve the problem. We all knew it was worse than useless to ask him anything about it until he had first opened the subject, so the old chair afforded us a subject for speculation for a week or more.

One Saturday evening while cleaning up the shop I received a summons to the office and the mystery of the chair was unfolded. It was an order, and the question was could the chair be made with the machinery we had in the shop and leave any margin for profit? At first thought it may seem that a sash equipment is hardly the thing for the manufacture of chairs, but there is such a thing as making a machine do more kinds of work than that for which it was built.

The pattern was that of an old-time farm porch chair, more resembling a settee in its generous proportions. The pattern of all its members was such as could be worked out on the shaper and sticker. But the mortising for the back and the flat rungs—there was the rub. The old man had worked at most every sort of business but furniture making, and every problem connected with this chair had to be worked out on lines new to him and to most of the rest of us, the experience of most of us having been confined to the making of stools and benches more or less crude in their design and finish and of patterns familiar to everyone who has had occasion to go to the home of a woodworker in parts of the country remote from the department stores.

We had the stock to make the chair, and by means of some careful handling the work had to be done. The sweep of the back and legs presented another problem: instead of the process of steaming and bending, they were worked out on the shaper to a pattern. This brought us up to the mortising and we seemed to be in a fair way to get in a position that would cause the loss of all the profit on the job by having to do this part of the work with hand tools instead of machinery.

The shop kid had been a quiet but interested party to the developments of this chair business, and he thought his time had about come to take a hand in it and offer a solution of the one knotty point raised. At such times as the boy could be spared from running errands he had made himself useful at the blind mortiser, and here was a chance to show he had been observing and was alert to the opportunity for advancement.

"I can do that part of the work on the blind mortiser, if you let me take off the top rolls," he ventured to say when he heard the discussion as to the means to be employed to get this part of the work done without the expense that seemed inevitable with hand work. As might have been expected, all the boy got for his really bright idea was to be told to mind his own business and his advice would be asked when it was needed. But the idea he had expressed was the only solution to the difficulty, to the chagrin of the boss, and we finally had to come to the boy's way of doing the work.

The work was gotten in such shape at last that it could be put through as easily as if it were sash or any regular work, and though the method of manufacture caused the use of more lumber than was used in the pattern or model from which we worked, the chairs were made at a fair profit and the basis laid for the making of many more things in the same line. Cheap beds, safes and kitchen tables have been added, and the shop kid has risen to the importance of foreman in what is now a regular department of furniture making.

Necessity is the mother of invention, it is said. The little job that was done as an accommodation for one of the shop customers led to the development of what is now a profitable business and furnishes work to the shop at a time of year when building work is slack. At a point in the first effort where the idea was about to be abandoned, the bright idea of the boy turned the scale and made a success of what was about to be a failure. And it is pleasing to note that the boy has received due recognition for his genius in solving the problem.

H. C. HANER.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Upholds New Inspection Rules.

PRINCETON, IND., Jan. 13. Editor HARDWOOD RECORD: We notice by some of the lumber journals what looks to us rather a desire to tear the National Hardwood Lumber Association rules to pieces as they now stand. We do not more than get started on a certain set of rules until someone comes along who feels a little aggrieved because it does not just exactly suit his opinion or the way he has been taught and wants to tear the rules to pieces. We certainly think that the rules as they now stand should suit everyone, buyer and seller alike—more so, at least, than ever before, and that it would certainly be suicide to all interests to go to work and tear them to pieces and form new rules. We say to one and all that it would be a good time to take a rest in regard to this matter and let the rules stand long enough to get used to them.

A. B. NICKEY & SONS.

### A Bit of Humor.

CHICAGO HEIGHTS, ILL., Jan. 23.—Editor HARDWOOD RECORD: We attach hereto a little clipping showing how handles can be used as a medium of exchange. If worst comes to worst in these "panicky" times, we handle people can peddle out our goods in payment of our debts. HARTWELL BROTHERS, by C. L. H.

### TOKEN MONEY IN OHIO.

WAGES ARE PAID IN AX HANDLES, WITH HAMMER HANDLES FOR CHANGE.

CONNEAUT, Jan. 15.—One week's wages at \$8 a week—thirty-two ax handles.

Change to the amount of \$3.50 after purchasing tools—twenty-three hammer handles.

This was the solution of a problem, like unto yе olden time high finance, which confronted John Mitchell when the currency stringency was at its height.

Mitchell was employed in a small woodworking factory in East Springfield, a small village

east of here, but quit his job to come here to work as a machinist. When he asked for his week's wages he was confronted with the proposition of taking \$8 worth of ax handles or nothing at all. Naturally, he took the ax handles.

At the general store he purchased the necessary machinist's tools and having no money, tendered the bundle of thirty-two ax handles, valued at 25 cents apiece, in payment of the bill of \$4.50. The country merchant also being out of cash, accepted the exchange and for change to the amount of \$3.45 tendered twenty-three hammer handles, valued at 15 cents apiece.

With his tools and twenty-three hammer handles Mitchell came to town.

### Do You Know This Imposter?

CHICAGO, Jan. 23.—Editor HARDWOOD RECORD: Some unknown party has been impersonating the writer as a Hoo-Hoo, buyer and traveling salesman, throughout the state of Indiana, Louisiana, Mississippi and elsewhere. This is to certify that W. H. Matthias, Hoo-Hoo No. 10,747, is not circulating throughout the South making bogus purchases and borrowing money. Whoever tries to do this in my name is a fraud and should be apprehended, wiring me at my expense when captured. This party has caused me untold annoyance and it is needless to state, as the owners of this paper and others can vouch, that the "real W. H. Matthias" is O. K. in every respect and is permanently located in the city of Chicago, where he is manager and buyer of the hardwood department of the Chicago Car Lumber Company. CHICAGO CAR LUMBER COMPANY, by W. H. Matthias.

### The Idea of the Shop Boy.

Some men have an inherent objection to carrying anything like a bundle on the street, and our boss was one of the most particular of this sort of men. The necessity might be ever so great for some small thing in the way of mill supplies, patterns or other parts of work at the shop, the boss would let it wait until the shop kid could make the trip. One bright, cold day a number of us were out on a lumber pile at noon, taking in the warmth of the sun and discussing mill matters while resting, when the boss came down the alley with the frame of an old chair under his arm and seemingly unmindful of the comments that greeted him on his way.

"Get onto his nibs with the load of fire-



# Convention of Indiana Hardwood Association.

The ninth annual convention of the Indiana Hardwood Lumbermen's Association met in the small dining room of the Grand Hotel, Indianapolis, Ind., on Thursday, Jan. 16, 1908, at 2 p. m., with President C. H. Barnaby in the chair. In calling the meeting to order he said:

## President's Address.

Gentlemen, we are off—the game is on, and it is my great pleasure to announce this ninth annual convention of the Indiana Hardwood Lumbermen's Association, and to welcome so many guests, for it is a feature of our organization to get as many of the old lumbermen back as possible and all those engaged in the trade, whether in Indiana or not. It is a source of great pride and pleasure to all of our association members, especially to the officers of this association, to see old faces with us every year from New York and Boston, the South and all over.

There is one thing I am sorry has to take place this afternoon, but it is customary. I do not know how it ever started, but it has

ground floor propositions offered to an unsuspecting and prosperous public than ever before.

With the above conditions can we wonder at the present state of affairs? Many of us predicted these same conditions a year ago. Our country, however, is still prosperous. And why not? With her wonderful wealth of natural resources, her industrious and wideawake people and boundless room for expansion, she ought to and will weather this and many other so-called panics. There is probably no industry more able to meet the situation than the hardwood trade. We doubt if there is any commodity that will suffer less slumpage in valuation than hardwood lumber. We therefore think it the height of folly for any hardwood man to sacrifice his holdings. There is no better investment today than hardwood stumpage and hardwood lumber, and we believe that the fortunate owners of this commodity realize as much. We Indiana lumbermen, with our Indiana conceit, are optimistic as to the future and are willing to bide the time when the consumption of hardwood resumes.

## RAILROADS AND LEGISLATION.

Our association has been watchful and alert to rates and railroad matters. Several decisions of importance have been made by our state railroad commission affecting the hardwood lumbermen, especially so in demurrage matters and log rates. Rates for hauling logs are now practically on a mileage basis, and it is no longer necessary to have an annual fight with your railroad for equitable rates. We have also given our moral and financial support toward interstate rulings.

Among the many rulings asked of our state railroad commission, as well as interstate, not a few of them have been unfair and no doubt unconstitutional. We should therefore be careful and considerate in our demands, granting the railroads a fair compensation and profit for their labor and investment. Unless railroad investments do prove profitable we can scarcely expect the management to give us first-class and up-to-date service. Many railroad and legislative matters have been ably cared for by our esteemed member, Mr. Guthrie.

## INSPECTION RULES.

Our association probably did as much or more toward the change of the rules of inspection made by the National Hardwood Lumber Association at their annual meeting last May in Atlantic City than any other individual association—in fact, "the oak rule" is practically what we asked for. Odd lengths of lumber being admitted and the division on the half are undoubtedly fair and equitable. While possibly the rules are not yet perfect, we are on the right road and the time is not far distant when we will have the long-talked-of and much-desired uniform inspection of hardwood lumber.

Even now we are not at the mercy of the unscrupulous buyers if we are careful in basing our sales on the National rules of inspection. We most heartily recommend the approval of the National rules of inspection as adopted at the Atlantic City meeting last May.

## FORESTRY.

For many years lumbermen took but little interest in the subject of forestry. We are glad to note that at last this very important subject is receiving attention by the lumbermen, and therefore great strides have been made along this line. We are beginning to recognize the importance of conservative and economical lumbering. Our association, as well as our state, is ably represented by our worthy member, Mr. Samuel Burkholder.

## MEMBERSHIP.

One year ago we thought we had nearly every hardwood lumberman of the state enrolled. It is our pleasure to announce that thirty-two members have been added through the unceasing efforts of our efficient secretary, who is not unworthy of great credit. If any member present

knows of any hardwood lumberman in the state who is not one of our members, we will ask him to kindly give his name to Mr. Pritchard.

## THE GAVEL.

It has been the subject of no little pride that we are able to carry on our association work with the very small dues of \$2 per year. As long as all expenses can be met on this nominal sum we recommend the dues remain as they are.

## CLOSING REMARKS.

With this the close of my second term of presidency, and before turning the office over to my successor, grant me the privilege of thanking the officers and members for their loyal and unswerving support. I appreciate the pleasure and honor of being your chairman, and I thank you.

I would just like to say, gentlemen, that here is a gavel which was presented to us a year ago by Mr. J. D. Maris, of this city. It was made out of the black walnut taken from one of the sills in the building which was known as the Linden Hotel of Indianapolis. This building was torn down years ago and Mr. Maris bought the walnut timber and had it made into various things. Some of it even went to Mexico, but this bit was made into a gavel for this associa-



C. H. BARNABY, GREENCASTLE,  
PRESIDENT.



J. M. PRITCHARD, INDIANAPOLIS,  
SECRETARY.

always been customary for the chairman to give an annual address. If I had the fellow here this afternoon that started that custom I wouldn't do a thing to him! As I don't care to establish a new precedent, I will ask you to bear with me for about three minutes until I get this dope over. I have no new ideas, you understand, for all of you know about everything that is in it and more too, but I've got to read it, so here goes.

The close of 1907 has brought the prophesied cessation of our prosperity. The causes of this have been many. We have been spending our working capital through expansion, permanent improvements and speculation. Not only as individuals, but this is also true municipally, with state and government. 'Tis said by good authorities there have been more improvements, residences, office buildings, factories, railroads, streets, public highways, waterways, parks, government buildings, battleships—in fact, everything that entails the expenditure of money—in the past eight years than have ever previously taken place in two generations. These investments are all well and we can stand them, but the speculative feature is disastrous. Millions upon millions of dollars have been invested by all classes of our people in gold mines, silver, lead and zinc, oil wells and watered stock; more

tion, and if it could talk, gentlemen, some of you old-timers would have to get out of the room. [Laughter.]

We are now ready for the report of Secretary Pritchard.

## Secretary's Report.

Mr. President and Gentlemen: The report of the secretary would have been quite brief if it had not been for the necessity of attaching a tail to the kite. I thought I had the names of all new members listed in my paper in which I have given an account of the secretary's work, but since that time reports have been coming in pretty fast, and it has been necessary to make some extension.

The year 1907 marks an epoch in the history of the Indiana Hardwood Lumbermen's Association. The membership passed the century mark and now totals 114.

Those present at the first meeting, called by Sam Burkholder nine years ago, were enthusiastic, but they were so few in number that it is said that they gave the porter of the hotel a dollar not to let the newspaper men know of the meeting.

Thirty-two new names have been enrolled since our last meeting—just twice the number present at the first meeting nine years ago. The



following is a list of the new members, and most of them are present today:

Greenfield Novelty Works, Greenfield, Ind.  
Lesh, Pooty & Abbott, East Chicago, Ind.  
Crosby & Beckley Company, Evansville, Ind.  
Talgie Mahogany Company, Indianapolis, Ind.  
Montgomery Hardwood Lumber Company, Crawfordsville, Ind.  
Galbraith & Son, Sunman, Ind.  
Henry S. Adams, Fortville, Ind.  
Lee Brunson, Carmel, Ind.  
Thos. Hill Company, Roachdale, Ind.  
C. I. Hoyt & Co., Pekin, Ind.  
J. G. Wilcox, Lebanon, Ind.  
Bargesville Lumber Company, Bargesville, Ind.  
M. Gutsinger & Sons Co., Roachdale, Ind.  
W. R. Neerlemer & Son, Odon, Ind.  
Robert Smith, Owensburg, Ind.  
Stansfield & Carlson, Seymour, Ind.  
Enterprise Lumber Company, Seymour, Ind.  
A. H. Hostetler, Mitchell, Ind.  
H. L. Spear, Bedford, Ind.  
D. Wertz & Co., Grammer, Ind.  
L. N. Shaffer, Argos, Ind.  
R. H. Hamilton, Indianapolis, Ind.  
North Frazier & Co., Portland, Ind.  
B. F. Boltz Manufacturing Company, Winchester, Ind.  
W. O. Kniseley, Kokomo, Ind.  
D. B. Burkhardt, Elwood, Ind.  
E. A. Wood, Cloverdale, Ind.  
R. E. Blackburn, Bedford, Ind.  
Talbed Zoller Lumber & Veneer Company, Greensburg, Ind.  
L. W. Hercules, Center, Ind.  
W. P. Brown, Indianapolis, Ind.  
Andreas Brothers, Hibbard, Ind.



G. H. PALMER, SHERIDAN,  
VICE PRESIDENT.

During the year three meetings of the Board of Managers have been held. The standing committees also have held several meetings. All of these meetings have had practically full attendance. President Barnaby, by virtue of his office being president of the Board of Managers and ex-officio member of all standing committees, I think attended all these meetings and many others in the interest of the association. This marks the interest shown in the work of the association.

We believe that as an association we have never failed to express firmly our opinion on inspection rules or any other important question pertaining to the interests of our members, but we have never made the mistake of taking ourselves—or the question, either—too seriously. One object of our association is good fellowship. We are here for work, of course, but we also expect to enjoy ourselves.

I have had the honor of being your secretary for seven years. I will always cherish my association with you as secretary among the most pleasant and happy experiences of my life, and I bespeak for my successor the same loyal support and kind treatment you have always shown me.

President Barnaby—We don't want to throw any bouquets at our secretary—not many, at

least—but when he has succeeded in obtaining thirty-two new members after we scoured the state as we have been doing for the past few years, I think he has done pretty well. Your salary will continue as before, Mr. Pritchard. [Laughter and applause.] After we have heard the report of Treasurer C. A. Wood, perhaps we will increase it.

#### Treasurer's Report.

Mr. Wood—Mr. President, Gentlemen, I have the following report to make:

Received of George Palmer.....	\$359.36
Received of the secretary.....	164.00
Total .....	\$523.36

#### DISBURSEMENTS.

Garber & Carpenter, No. 20.....	\$ 39.90
Grand Hotel Company, No. 21.....	264.50
J. M. Pritchard, No. 22.....	51.93

Total .....	\$356.33
Balance .....	167.03
From all other sources.....	162.00

Total .....	\$329.03
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Respectfully submitted.

C. A. WOOD, Treasurer.

President Barnaby—I guess we can't raise your salary, Mr. Pritchard. [Laughter.] We will now have the report of the railway committee, by Mr. Guthrie.

#### Report on Railroad Matters.

Mr. Guthrie—The committee on railroads begs leave to make the following report:

The only matter of importance that came up before us was the bill that was drawn by the railroad commission, known as the "shippers' bill." After having been permitted to amend this bill to what we thought would be of advantage to the hardwood lumber shippers, we joined in with the other associations throughout the state in pushing this through the legislature.

We desire to thank our secretary, Mr. Pritchard, and other members for being so prompt to come to our assistance at telephone calls.

Respectfully submitted,

W. A. GUTHRIE,  
S. BURKHOLDER,  
B. F. SWAIN.

And now, gentlemen, I have a resolution that may be of interest to you. It was handed to me just a few minutes ago. I see that it is indorsed by C. H. Barnaby, Greencastle; George H. Palmer, Sheridan; C. A. Wood, Muncie; S. Burkholder, Crawfordsville; Clarence Kramer, Richmond; James Buckley, Brookville; B. F. Swain, Shelbyville; J. M. Pritchard, Indianapolis.

#### A RESOLUTION.

"WHEREAS, The interstate commerce law now in effect does not contain any provision whereby a hearing is required before a change in any interstate freight rate may become effective; therefore, be it

"RESOLVED by the Indiana Hardwood Lumbermen's Association, that at the coming session of Congress an amendment shall be offered and strenuously urged, providing substantially that when any railroad company seeks to advance or lower any interstate freight rate, or change the classification of any commodity, it must, if any objection be made thereto, receive the approval of the Interstate Commerce Commission before such rates or changes in the classification shall become effective."

This proposition looks like a fair thing to me, and I therefore move its adoption.

Mr. Swain—I second the motion.

President Barnaby—I would like to add that this resolution has been passed by most of the lumber associations and the exchanges in the various parts of the country—at Memphis and elsewhere. Are there any questions? If not we will vote on this proposition.

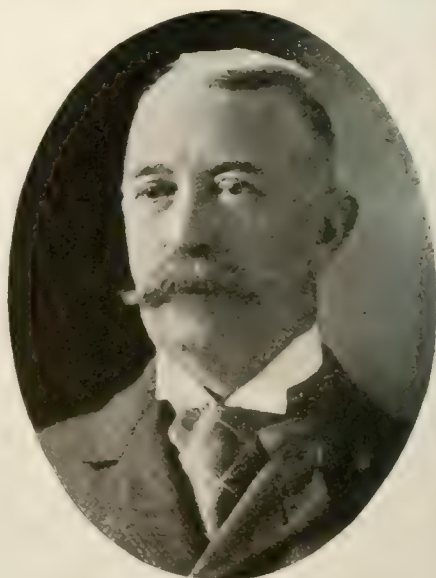
The adoption of the resolution under consideration was put to vote and carried.

Mr. Guthrie—Mr. Chairman and Gentlemen: I think most of you are familiar with what constitutes the shippers' bill, as all hardwood men are affected very much in this state. Now this shippers' bill, which is now a law, many thought would not be passed in its present form because it was decidedly in favor of the shipper. But it has been passed and clearly demonstrates what past experience has proved—what organized ef-

fort will do when various shippers' interests were behind the measure. Mr. Riley, secretary of the railroad commission, stated in a paper he read before the shippers, that in order to ascertain what occupations the law-makers of the state were mostly engaged in, he procured from the state librarian a list giving the occupation of the members of the last four general assemblies, that being as far back as he could get correct data, and he found approximately the following:

For the years 1899, 1903, 1905 and 1907, he found that the total number of members was 600; engaged in law, 221 or 37 per cent; farming, 121 or 20 per cent; medicine, 36 or 6 per cent; manufacturing, 26 or 4 per cent; printing and publishing, 20 or 3 per cent; banking, 16 or 2 per cent; mercantile pursuits, 62 or 10 per cent; miscellaneous, 90 or 15 per cent.

The last item includes the following among other occupations: Bookkeeper, contractor, teacher, minister, miner, salesman, cigar manufacturer, barber, iron molder, glass manufacturer, stenographer, real estate, insurance, oil producer, and hod carrier. He said that more interest should be taken in selecting actual business men for the legislature. I think there is no objection to this, but we can get our rights



SAM BURKHOLDER, CRAWFORDSVILLE,  
DIRECTOR.

if we demand them in an organized way, I don't care who the members are, or from what walk of life they come. I believe that 90 or 95 per cent of every legislature are honest men and want to do the right thing and serve their constituents acceptably, but there are so many different interests that unless we ask in an organized way, we do not have the weight to convince the majority that our claim is just.

Members are often misled as their duties are many and they do not have the time to investigate fully, but where a large body comes all organized on what they want, it has weight.

I think we ought to get together on any matters of particular interest to us as hardwood lumber dealers, and let it be understood that all the hardwood lumbermen are behind the measure. I know this shippers' bill has been of vast importance to me in the way of getting cars and having them delivered promptly because the railroads don't relish having such matters put up to the commission and they are willing to carry out the requirements. I think therefore that it is most necessary for us to become organized on any point and then go after it by organized effort.

President Barnaby—While we are on the subject I would like for anyone in the room that has any remarks to make to make them now.



Has anyone anything to say? If not, we will leave this matter in the hands of the railway and legislation committee.

There is one other paper here, gentlemen, that I wish to apologize for. I should have apologized for my own, which you will have to bear—but I believe that it won't be very long, and when you applaud as I hope you will, please remember that the gentleman is gray-haired. It is the report of the committee on forestry, by Mr. Burkholder.

#### Forestry Report.

Mr. Burkholder: To the Officers and Members of the Indiana Hardwood Lumbermen's Association: Every lumberman who is abreast with current affairs is aware that the forests of our country are being cut much faster than they are growing, but few have any definite idea of just how long it may be, under present conditions and methods, before certain woods now abundant, will be used up. Such information is not easy to obtain, and it is impossible to give more than estimates of the yearly growth.

The data given in a circular based upon the statistics of forest products in 1906, compiled by the Bureau of the Census and the Forest

In the last seven years the cut of soft woods has increased nearly double, while the most important of hardwoods, oak and poplar, has decreased. Oak has decreased 36.4 per cent and poplar 38.7 per cent. While there have been many substitutes used, they have not lessened the demand for lumber. The per capita consumption in 1880 was 360 feet; in 1906 it had increased to 440 feet. You will notice that the rate of increase in the cut of lumber in the last six years is very small, while the per capita is greater and will continue to be so as long as there is any timber to be cut.

With only fifteen to twenty years' supply of timber left, we lumbermen cannot afford to cut prices. Taking everything into consideration, they are too low now; it only needs a realization of the true state of affairs to send prices up and keep them going. With the supply rapidly being exhausted and the demand still on the increase, the law of supply and demand will in the near future send the prices up faster than they have ever gone before. We lumbermen cannot afford to cut prices.

President Barnaby—We should not pass this important subject without hearing from some of the lumbermen. For many years people have closed their ears to the question of forestry. I never planted a tree in my life—well, yes, I guess I did plant one once when I was a boy, on Arbor Day, but it has died since. I would like to hear from someone else on this subject. There should be someone here who could give us a little talk. Mr. Stimson has some thousands of acres of timberland which he is saving, and we would like him to give us a few words.

Mr. Stimson—If the president will tell me where the land is I will be glad to talk about it. [Laughter.]

President Barnaby—There is a gentleman here of whom we will hear a great deal before 12 o'clock tonight. He is one of the old-timers of Indiana, and has given the matter of lumber and forestry a great deal of thought, and we would like to hear him say a few words on this proposition—Mr. John M. Woods of Boston.

#### A Notable Address.

Mr. Woods—Mr. Chairman and Children: I have been intensely interested in all of the proceedings of this convention. In the first place I wish to extend to you my most sincere thanks, Mr. President and this association, for your cordial invitation to be here.

This subject of forestry has been one of the subjects that has been nearest my heart for more than thirty years. I believe that I have realized in the past, as we all do today, what a splendid heritage we had in the beginning and how it is being destroyed, and there is nothing to take its place.

I was interested in the suggestions of the chairman of the committee on railways, that more business men should be elected to your legislature and mine. I am a busy man, and you, as a rule, are busy men, but I believe that there are some things which a man ought to do even though he is busy. The question was asked centuries ago, "Am I my brother's keeper?" Another question was asked, "Who is my neighbor?" I have been always what you might call a practical politician, not a candidate for office, but I have said for forty years that as long as I paid taxes I would have something to say as to how the money should be spent, and that I would have something to say as to who should spend the money I pay in taxation and who should legislate for me, and make the laws I have to live under. In our commonwealth we once had a great forest that was considered valuable. We are old and you are young as compared with us—for in 1631 the colonists, eleven years after they landed, realized the value of the forests, for they had come from a country that thousands of years of settlement had practically denuded England and they passed the most stringent laws. Of course the thing to be dreaded then was fire, and any man

that set a fire between the first of November and the first of March was to pay half the damages, and be publicly whipped. This was in a certain sense to keep the Indians from setting fires. The whole country was heavily wooded land. I have thought a good many times, Mr. President, that if some man could write the history of the lumber business from the beginning, it would be a most interesting book. I know of no book, gentlemen, that is such a standard for forestry legislation, as the Good Book. The great God Almighty laid down certain rules and if we would observe and maintain them we would keep our forests.

The first intimation we have of anyone using lumber was Noah, and he had his trouble the same as the lumbermen of today, but the Lord told him of what kind of wood to make the ark. When we come to Solomon's time we find specific directions about the building of the temple, King Solomon's temple, and we find the inference there, that men were human then just the same as they are now. Now Solomon, king of the Israelites, and Hiram, king of Tyre, are both dead, and we are at liberty to criticize them if we feel like it—now of course I do not know about any of these things except what the



C. H. KRAMER, RICHMOND, DIRECTOR.

Service, shows that the following amount of lumber was cut in the following years:

Year	Feet.
1880	18,087,356,000
1890	23,494,853,000
1900	34,780,513,000
1906	37,550,736,000

showing an increase in twenty-six years of over double. This is not as accurate as it should be for quite a number of small mills did not report, and I think that 40,000,000,000 is about the figure. Then there is the amount of timber that is worked into lath, shingles, telephone, telegraph, and electric light poles, hewed cross-ties, pulp wood, veneer, cooperage and round mine timbers. Nor is this all, for we have to count the fence posts and what is used for fuel. From this it will be seen that all statistics and conservative estimates indicate that our consumption of wood in all forms is at least one hundred billion feet annually. One leading authority has estimated it at one hundred and fifty billion feet.

The question is, how long will our timber supply last at the present rate of cutting? The estimates of standing timber in the United States are by no means satisfactory. There is estimated to be from fifteen hundred billions, to two thousand billion feet of standing timber, and at the rate it is being cut fifteen to twenty years is the limit.



JAMES BUCKLEY, BROOKVILLE, DIRECTOR.

record says, but we are allowed to draw our inferences. This timber required many thousand men to get it out and bring it down to Jerusalem. When the job was completed Hiram, king of Tyre, made Solomon a present of twenty cities, and Solomon returned it with a present of gold. Now this begins to look as if there was a little graft even at that time, but then we think that this was rather excusable when we take into consideration that Solomon had seven hundred wives and three hundred concubines, and had to keep them in new hats and bonnets—with all due respect to the ladies—and we know that he could use a present of a few cities, for they bought and sold cities then the same as we buy and sell lumber today.

From colonial days things came down practically unchanged to revolutionary times, and from that date to this practically nothing has been done. About twenty-five years ago as a member of the legislature I called the attention of the state to the fact that the forests were being depleted and that there was nothing coming to take their place, for the woodworking industry of our commonwealth. When I began forty years ago, Boston was the center of the furniture industry of the United States. Ninety-five per cent of the business of the lumber dealers of that day was with furniture manufacturers, and not 3 per cent today. Our supply has been



exhausted and when you know that a little state like Massachusetts last year consumed 700,000,000 feet you will realize more fully the condition of things.

The lumber business began in our state. The foundation of the commonwealth of Massachusetts was the forest and the sea, and our aristocratic families, who have blue blood in their veins had their foundation in codfish, rum and lumber.

I had occasion a few years ago to make a speech in New Haven and I thought that it would be a good idea to look up some points in the encyclopedia, and I found that in 1829 that little town had 1,500 inhabitants, and that it was noted for its religion, and that at the same time Boston was a town of 28,000 inhabitants, and had thirty-five distilleries. Now Boston was the hub, and this shows what rum has done.

The first shipments were about 1862 from Portsmouth, N. H., and the royal governor sent a very strong remonstrance to the king, that he was not getting a reasonable rake-off from the shipments, but matters ran along until in 1699 the English government sent three commissioners over here. They came in a sailing vessel, and a wind blew them out of their course and they landed on the West Indies. Two went on

thing. I haven't any sons to engage in the lumber business, and possibly it is just as well. I don't know where the supply of the future is to come from—where we will get our supply of hardwood in twenty, thirty or forty years. I went to work in our legislature twenty-five years ago to show that the forests are of immense interest to the state.

The only wealth we have or ever had is in the forest. Of course we had the fish and the sea, but the forest is the only natural resource in New England. We have neither silver, gold, or iron, or gas, or anything of that kind. We have a bad climate and do not have a fertile soil so that we have to depend entirely on manufacturing and must have it to keep us busy. We have to have something to manufacture, and it is the haven of woodworking people. Some of the best work in the United States is done there. We have trained and skilled mechanics.

I called the attention of our honorable legislature to the fact that there were in our commonwealth 275,000 acres, absolutely valueless for taxation, and I recommended that the state commence a forestry reservation, and that they take the inmates of our correction institutions and put them to work on the land and that it would be better for them, and pay a good per cent of interest.

Some years ago I went to Europe with letters from the Department of Agriculture to the head foresters of Germany and France, for I wished to find out about their expenses and methods. I found Germany and other countries had gone at it in a systematic way and that their forests returned large interest on the investment. Of course we have to take into consideration the education of the public up to this point.

Now of course every one of us realizes the esthetic value of the forest. It is a thing of beauty and a joy forever. The poets look at it as a desecration to cut down a piece of timber but utterly fail to recognize the fact that these wooded lands represent so much capital—so much money. I have been trying to educate the people of Massachusetts to the fact that this must be looked at from a financial standpoint. If I own a number of acres of timber land I cannot afford to run the risk of fire and cannot afford to pay taxes on the land for thirty or forty years for the sake of pleasing people. In my native state of New Hampshire from eight to ten million dollars are left there every summer by the tourists. The woods are an attraction; they are beautiful. There are many sides to this question and a thousand and one things enter into it, but primarily we must look at the financial side of it.

I had a long argument with our distinguished ex-Governor Douglas on this question. He said "let the lumber of other countries come in free and save ours until the rest is exhausted." I said that sounded well in theory, but asked if he had a thousand acres of timber land that was ready to cut, would he be held out of that money and sit idly by for thirty or forty years and let some one else supply the market. I think it should be converted into money the same as a stock of lumber in the yard or any other stock of goods. We live in such an age of haste we cannot afford to wait thirty or forty or fifty years, but the government can, and the amount of taxation would be infinitesimal per capita and we could make a beginning which would be the foundation of a future supply forever.

I think I can fairly claim to be the author of arbor day in our commonwealth, and I also established the State Forestry Bureau, and the first thing we did was to get a basis to start from. We tried to find out how much wooded land we had, the conditions, etc. We started on an appropriation of \$5,000. The state began to realize the importance of forestry and bought 900 acres of land at \$50 an acre for an experimental station, and took the prisoners out of our institutions and put them on this land and cleaned it up and cut out the undesirable spe-

cies, and where there were not any, planted some seedlings, demonstrating that it is a practical scheme. This is a tremendous big question and to cover the whole of it a man could take a week. It is a matter of vital importance and it seems to me, gentlemen, the coming economic question for this nation to consider.

In 1867 New Hampshire sold a tract of land for \$25,000 and if it were put up today at public auction it would bring \$5,000,000. It was thought that this money should go into the treasury for teachers' institutes. You take the great industries of this country and they have to look ahead into the future the same as great cities and commonwealths. This city has to look ahead for its water supply. Our city is spending millions of dollars; I don't know how much New York is spending. We are looking into the future. It is imperative.

Now I do not mean any disrespect to the Congress of the United States, or to the professions that compose it, for they are big-hearted, honorable men, but they are not in touch with the conditions of this country as a rule as the active business man is. We must provide for the future. We must make a beginning very soon or you know from the history of the world what the results will be. There is not a country in



B. F. SWAIN, SHELBYVILLE, DIRECTOR.

a spree, and died, and the other came to New York and reported. He was sent to Portsmouth; he came within sixty miles of Boston, and his commission was to "examine his majesty's woods in North America," which was a pretty large commission. He marked about 6,000 trees for the king's use, and in 1699, the first cargo, so far as I know, was shipped from Portsmouth to England and the royal governor sent a letter saying that the cargo no doubt would create consternation among the dealers who were getting their supply from Norway and Sweden. It is said that they measured from seventy-five to one hundred feet long and from three to five feet in diameter. That was the kind of lumber that New England had in those days.

Now practically nothing has been done until within the last few years. I want to say, Mr. President and gentlemen, that perhaps no influence has been greater to educate the American people to the true condition of things than the lumber press and the press of the United States. They have begun to realize that one of the first and greatest and most important things for us is to conserve our natural resources. We should realize that the forests are an inheritance and not destroy nor devastate them, but save them so that they may yield an annuity in perpetuity and those that come after us may have some-



CLAUDE MALEY, EVANSVILLE, DIRECTOR.

the world that its decadence has not begun with the destruction of its forests. The history of the world proves it.

Now take the great pulp industry—the Diamond Match Company; they have to look forward fifty years in the future for their supply. I wonder if you realize that it takes 900,000,000 tons of pulp for newspapers and periodicals alone. When you get into figures it is alarming. The railroads and the big lumber corporations are seeing the necessity of making some provision and realize that there must be some provision made, and I have made it my business to go to Washington to interview the senators and representatives from our state and try to persuade them to use all of their influence to pass this bill creating the Appalachian and White Mountain reservations, so that those who come after us may have lumber for their needs. This is certainly a tremendous big question, but I am sorry that I have taken so much of your time for I am afraid I have worn you out. You know you are up against it for another hour or two tonight. [Applause.]

President Barnaby—We thank you very much for your eloquent speech. There are others in our state who realize that we have an important subject and we would like to hear from some of these people.



Mr. Barns: I am not a lumberman but this gentleman who has just talked spoke of going to Washington on a certain mission, and I think that I can mention another matter that has just come to my knowledge within the last few weeks while on a visit to the Forestry Department. It was rumored somehow that in the West there was a lumber trust, and Congress sent some employees into the West to find this trust but they could not locate it, and finally found that it was not there. Now the attention of these men was called to the matter of the standing timber in the country. Some fifteen or twenty of these men I happen to know that visited the spruce and yellow pine district, and from the owners of the land they secured maps and estimates, so that as a matter of fact the government has in its possession today a fair estimate of the standing timber in the United States. I talked with Mr. Pinchot, and he said that a bill would be introduced providing that all of the data secured should be turned over to the various departments, and if possible money would be provided and an accurate estimate made of the actual standing timber in the United States, and in that matter he asked that the associations as far as possible should make an

effort to cooperate. We need to know how much timber is standing and I am sure if Mr. Woods will bring this to the attention of Mr. Pinchot he will have the backing of every lumberman in the United States. As a matter of fact our estimates now do not amount to a cent. You take the government reports and you will find that there is an estimate of \$5,000,000,000 feet of standing cypress, but when the government sent experts to locate it they could not find more than 10 per cent of that amount. All I wanted to do was to bring this question before you, for it seems to be of vital interest, and I think that we should know just how much timber we have, for we haven't a very accurate approximation.

Mr. Stimson: This matter will also come up before the National Wholesale Lumber Dealers' Association, which will meet in Washington on March 4 and 5, and it seems to me that the proper thing to do would be for the various associations in their regular meetings to take action on this proposition and offer resolutions in the matter requesting information. This is probably the first association in session after that matter came up for discussion. This matter will be presented to the present session of Congress, and this association will not have another opportunity to pass a resolution, so it seems to me that a liberal discussion of the matter in order to get the judgment of the gentlemen pres-

ent would be a good thing at the present time. President Barnaby: Are there any further remarks on this subject?

Secretary Pritchard: I move that a committee of three be appointed to form proper resolutions in regard to this matter.

Mr. Burkholder: I second the motion.

The motion was voted upon and carried and President Barnaby appointed on the committee Messrs. Stimson, Burkholder and Swain.

### Report of Excursion Committee.

Secretary Pritchard: I have been asked to read this report:

To the Indiana Hardwood Lumbermen's Association in Convention Assembled: Gentlemen: We, your committee, appointed at the annual meeting held at Indianapolis, Ind., Jan. 11, 1907, to further take up the matter of arranging for an excursion to Cuba at the close of our annual meeting in January, 1908, beg to submit the following report:

Considerable correspondence was had with traffic managers of railroads, and two meetings of the committee were held. The first meeting was held at the Grand Hotel, Indianapolis, Ind., Sept. 19. This was on the same date as a meeting of the Board of Managers. There were present at this meeting Mr. Courtney, representing the Missouri, Kansas and Texas railway, who wished to appear before our committee and urge the selection of a trip to Mexico instead of the one proposed for Cuba. We asked permission of the board to have Mr. Courtney appear before the entire board, which was granted. The points of interest of a trip to Mexico were very beautifully pointed out, and the cost of the trip was estimated at \$250 per person. The matter was taken under advisement by the committee to be acted upon at a later meeting.

The second meeting of the committee was held at the Grand Hotel, Indianapolis, Ind., October 5, at which time all phases of the excursion proposition were gone over very carefully, and after due consideration it was decided that it would not be wise to undertake to run an excursion at the close of our annual meeting in January, 1908. This action was reported to the Board of Managers at a meeting held December 2, and was approved by them.

As a committee we regret to report that no excursion has been arranged for, as up to the time of the meeting of the committee of October 5, we were not assured that we could have the kind of train, hotel accommodations, and rates, satisfactory, and further, dark clouds were hovering around the financial skies. Respectfully submitted,

G. H. PALMER,  
S. BURKHOLDER,  
J. M. PRITCHARD.

President Barnaby—I have not asked for the adoption of these reports, for I have waited until they were all through so that we may do that all at once. The next is the report of the inspection committee. Now this is a very important subject.

Secretary Pritchard—I suppose that there is no one topic unless it would be forestry, that is of more interest to lumbermen, hardwood lumbermen, than inspection rules. Our association has always undertaken to see that their views in this matter have been expressed, and now I have the following report from the inspection committee to make.

### Report of Inspection Committee.

To the Hardwood Lumbermen's Association in Convention Assembled: Gentlemen: The committee appointed by this association at its annual meeting, Jan. 11, 1907, to look after the interests of this association in matters pertaining to inspection rules, and to work for uniform inspection, begs to submit the following report:

Early in the year there developed a very decided feeling among the membership of the Michigan and Wisconsin associations and many other members of the National Hardwood Lumber Association that the rules known as the Buffalo, or 1905 rules, should be modified in order to meet the changed conditions of the trade, also that in all probability a proposition would be offered to the convention to be held at Atlantic City to suspend what was known as the "Buffalo Resolution" that the way might be opened for making some changes in the inspection rules. This necessitated prompt action being taken in the matter. Hence, meetings were held in Indianapolis on February 6 and April 2, for the purpose of formulating such modifications to the National Hardwood Lumber Association inspection rules as was thought would be in the interest of uniformity of inspection and reflect the views of Indiana Hardwood Lumbermen's Association as to what would be proper rules for grading and measurement of hardwood lumber produced in

the State. A number of the committee were present at these meetings. President Barnaby was also present.

At the meeting on April 2 the following was formulated:

Proposed changes in National Hardwood Lumber Association inspection rules, recommended by the Indiana Hardwood Lumbermen's Association, for adoption at annual meeting to be held in Atlantic City, May 1907.

No. 1. Reference Paragraph 2. General Instructions: Both sides shall be taken into consideration in making the grades except as otherwise stated.

No. 2. Reference Paragraph 3. General Instructions: Instead of the words "and square ends" use the words "all ragged and bad ends shall be trimmed off." Tapering lumber in standard grades is measured one-third the length of the piece from the narrow end.

No. 3. Reference Paragraph 3. General Instructions: In the measurement of lumber the division shall be made exactly on the one-half", that is, lumber shall be tallied 4, 4½, 5, 5½, etc., and measured on the twelve foot line.

No. 4. New Paragraph, General Instructions: All lumber 2" and up in thickness grading firsts on the best side of the piece, and No. 1 common on the reverse side shall be classed as seconds, and admitted in the grade of Firsts and Seconds.

No. 5. Standard Lengths: 15 per cent of odd lengths to be admitted, 25 per cent of 8 to 10 feet to be admitted in the grades of Firsts and Seconds, not to exceed 10 per cent under ten feet.



JOHN M. WOODS, BOSTON, MASS.  
DISTINGUISHED VISITOR.

No. 6. Standard thicknesses of lumber are 3½", 4", 4½", 5", 5½", 6", 6½", 7", 7½", 8", 8½", 9", 9½", 10", 11", 12", 13", 14", 15", 16", 17", 18", 19", 20", 21", 22", 23", 24", 25", 26", 27", 28", 29", 30", 31", 32", 33", 34", 35", 36", 37", 38", 39", 40", 41", 42", 43", 44", 45", 46", 47", 48", 49", 50", 51", 52", 53", 54", 55", 56", 57", 58", 59", 60", 61", 62", 63", 64", 65", 66", 67", 68", 69", 70", 71", 72", 73", 74", 75", 76", 77", 78", 79", 80", 81", 82", 83", 84", 85", 86", 87", 88", 89", 90", 91", 92", 93", 94", 95", 96", 97", 98", 99", 100".

No. 7. Explanations: Black stain is not a defect if planing once will remove it.

No. 8. Commons: Revise the rules on common grades by putting all lumber in these grades on a cutting basis instead of describing the number of defects admitted in certain width pieces.

No. 9. Lengths in No. 2 common to be 4 to 16 feet.

No. 10. Plain sawed Red and White Oak: Correct to read "Bright sap on one side is no defect" by eliminating the words "Pieces 8" and over wide."

No. 11. Quarter sawed Red and White Oak and Sycamore: Bright sap to be no defect.

No. 12. Quarter sawed Red and White Oak Stripe: Admit ½" bright sap on the face side of strips 2½", 3", 3½", 4" and up, to remain as written.

Respectfully submitted

Indiana Hardwood Lumbermen's Association,  
CEALD MAYER,  
T. J. CHRISTIAN,  
CHARLES KRAMER,  
ED. SWAIN,  
J. M. PRITCHARD.

Messrs. C. H. Barnaby and T. J. Christian, representing our association, met with the representatives of the Michigan and Wisconsin associations at Grand Rapids, Mich., in April. At this conference it developed that the three associations had similar recommendations as to the desired changes in the inspection



rules and the above, in so far as they referred to general instructions were agreed upon.

These recommendations were then presented to the inspection rules committee of the National Hardwood Lumber Association at a meeting held in Chicago, May 3. By referring to your copies of the national rules, as adopted at Atlantic City, you will notice that many of the suggestions made by this association were accepted, some have been slightly modified. Even though all of our recommendations were not accepted, we feel we should be satisfied with the Atlantic City rules.

We have always held that there should be but one set of rules governing the measurement and grading of the hardwood lumber produced in the United States, and as so much progress has been made toward this end we believe there is not enough power left in opposition to this idea to prevent its accomplishment.

It is more important to the trade to have a uniform set of rules than that the Indiana association should have every rule relating to Indiana hardwoods exactly in accordance with its views.

It is obvious that a set of inspection rules, to be uniform, must not reflect entirely the opinions of any one locality, section, or branch of the trade, but will have to be the result of a composite idea of the lumbermen from all sections of the country.

To accomplish a work of such nature requires time and patience, and even after the adoption of such set of rules it will necessarily take some time for adjustment.

Therefore, in the interest of uniformity, we trust the report of your committee will be approved, and the rules as adopted at Atlantic City be accepted by this association. Respectfully submitted,

ED. SWAIN,

CLAUDE MALLEY,

C. H. KRAMER,

T. J. PRITCHARD,

J. M. PRITCHARD, Chairman.

President Barnaby: Gentlemen, you have heard the various reports. None of them have been passed upon. Will someone make a motion as to the method of passing on them, either as a whole or singly.

Mr. Woods: I move that we adopt the various reports as a whole.

Mr. Stimson: I second the motion.

President Barnaby: If there are no remarks, all those in favor of adopting these various reports as a whole, signify it by saying "aye."

The motion was voted upon and carried unanimously.

President Barnaby: Gentlemen, we have in our midst this afternoon a gentleman whom we must not overlook in the matter of inspection. He is the ex-chairman of the inspection rules committee of the National Hardwood Lumber Association, of which Mr. Pritchard is the present chairman, which I consider the most important of all offices in that association, and had a great deal to do with the making of the rules. We would like to hear from Mr. Pritchard.

#### An Interesting Address.

Mr. Pritchard: Mr. President and Gentlemen of the Indiana Hardwood Lumbermen's Association: I believe that your president has put the right stress on what he has just said. The hope of the National rests on its inspection rules. For some time past we have been favored with the counsel and advice of one of your members, namely your present secretary, who at the present time occupies a prominent post in the National Hardwood Lumber Association. As we all know, inspection rules have been rules of evolution. Years ago the different markets had their respective rules. The metropolis of this country had its rules, the metropolis of the West had another set of rules, another city was the rival of the great city on the Lakes, and so things went on. The association was organized by virtue of the fact that the different local organizations felt it cumbersome to do business on their own rules. The National Hardwood Lumber Association believed that to have rules of inspection should mean stability, therefore the rules should not be subject to frequent changes. Therefore, when the association met in Buffalo in 1905 they agreed that the rules should not be changed for a period of three years. Pressure was brought to bear on the association so that they believed they could change that resolution with propriety. I want to say to you gentlemen, that this was not done hastily by the powers that be, but they

directed in a meeting that the inspection rules committee of the National Hardwood Lumber Association should and must meet the respective associations of Indiana, Wisconsin and Michigan. There was absolutely no other alternative for the committee. Now you must be with an administration or you are against it, there is absolutely no middle ground. The inspection rules committee met the different associations and I believe they did what was for the best interests of the hardwood lumber interests of the United States, irrespective of any local color. It has been criticized, and it has been said that the National Hardwood Lumber Association has broken faith with its pledge. I believe that as hardwood lumbermen if we agree upon a certain thing, and we also agree to annul that certain proposition, it is absolutely fair and proper for us to do so. It is true we made a pledge but I think if we could demonstrate to those same people that we are not radically changing these rules I believe they are willing and fair-minded enough to say to us, "Gentlemen, you have done the best thing under the circumstances."

It has been brought to my notice that the greatest criticism against the present rules is that we do not specify the ratio in the grade of firsts and seconds, while the old rules, namely the Buffalo rules, state that at least one-third of the combined grade of firsts and seconds must be firsts. Gentlemen, I wish to say to you that in my humble opinion that rule was obsolete. The new one was made to give both manufacturers and buyers similar interests, and I ask you as manufacturers and dealers of hardwood lumber whether you believe it is fair and proper to put the same basis on quarter-sawn red and white oak as against plain sawn red and white oak. I also ask you whether you have not at times sawed the best of your logs into thick stock and then cut some of your one inch as firsts and seconds. I ask you whether that was a proper procedure—whether the National rules represent your stock as a buyer or as a seller? I claim that the rule which specifies a certain grade of firsts is impractical—is obsolete. I do not believe that you gentlemen, with rare exceptions, grade and measure your firsts separate from your seconds. The matter is one of confidence. If you tell me that is a fair cut of the log I must believe it. I know of no better argument in the world than to simply call attention to the fact that the gray elm in the northern part of the southern peninsula of Michigan will produce 75 per cent of firsts as against 10, 15 or 25 in the northern peninsula, Wisconsin, Indiana or the South. If that is the only objection you have to the present rules of the National Hardwood Lumber Association, I wish to state it would be just as practical for the association rules to insist on an average of width and length. Gentlemen, I thank you. [Applause.]

President Barnaby—In Mr. Pritchard's report I understood there was a recognition of the National rules and I believe Indiana thoroughly understood the rules as adopted by the National association at Atlantic City.

Under the head of new business the election of officers will be next. What is your pleasure?

Mr. Swain—Under that head I desire to make a motion to increase the number of directors from five to seven, if I can meet with a second.

Mr. Palmer: I second that motion.

The motion was voted upon and carried.

President Barnaby—I suppose that the reason of this is that our association has grown to be a big association. We have taken in more new members than we had four years ago in the entire association. Now gentlemen, what shall be the method of electing officers?

Mr. Swain—Under this head I make a motion that the present officers, namely, C. H. Barnaby of Greencastle, president; George H. Palmer of Sheridan, vice president; J. M. Pritchard of Indianapolis, secretary; C. A. Wood of Muncie, treasurer, and Sam Burkholder of Crawfords-

ville, Clarence Kramer of Richmond, James Buckley of Brookville, R. F. Swain of Shelbyville, Claude Malle of Evansville, directors, with the addition of J. V. Stimson of Huntingburg, and W. A. Guthrie of Indianapolis, be elected as a whole.

Mr. Burkholder: I second the motion.

President Barnaby: I think this is entirely out of order.

Mr. Swain: As the president is timid about putting the motion, I will put it myself. All in favor of electing the present incumbents of the different offices, with the addition of the two last named directors, make it known by saying "Aye," all opposed, "No."

The motion was voted on and carried by unanimous acclamation.

President Barnaby—Mr. Swain is out of order.

Mr. Swain: Gentlemen, you are elected [Laughter and applause.]

President Barnaby—But Mr. Swain, I protest.

Mr. Swain—You are too late.

President Barnaby—Now when you fellows get through I will agree to all of that except the head of the ticket. I have had this office for two years, and I appreciate the honor you have conferred on me, and that is long enough, for there are a number of men here who would make fine presidents; therefore I decline, and declare that Mr. Swain was out of order.

Mr. Stimson: Gentlemen, the precedent was established in the beginning when the venerable Sam Burkholder was president for three years. This is no new thing, and when we get a good thing we want to keep it. [Applause.]

President Barnaby—I do not believe this is right. How about it? Was he in order, John?

Secretary Pritchard—I think the proceedings were entirely out of order. I am not certain but what the constitution and by-laws will take care of this. I think it would be proper for Mr. Swain to withdraw his motion and let us proceed with the election of officers in the usual way. I think there are other persons who would fill the positions of president and secretary better than myself or Mr. Barnaby.

Mr. Swain—I appeal from the decision of the chair. All in favor of sustaining me say "Aye."

The motion was voted on and carried unanimously amid great applause and laughter.

Mr. Swain—Pull that speech out of your pocket, Barnaby! [Laughter and applause.]

President Barnaby—What will we do about this anyway, John?

Mr. Burkholder—They both came to me this morning and said that they wanted to be re-elected, but that they would protest, and that they would protest long and loud until I winked. Now I have winked so they will cease.

President Barnaby—Your job won't be worth two cents from now on. I do not think this is right.

Mr. Swain—Do it gracefully; bow to the audience.

President Barnaby—I have passed the stage of grace long, long ago. I will tell you that it has been a great pleasure to me to fill this office—I do not know that I have filled it, but I tried to—and I am not trying to shirk my duty, but I was doing this for the good of the association, and I would like you to have a new president in the Indiana association. The original organizer of it was not much [laughter] but then he has caused us lots of trouble.

Mr. Burkholder—I will leave that to the organization. [Laughter.]

President Barnaby—I do not want to say that I will accept this proposition.

Secretary Pritchard—Think it over.

A Voice—Take it under consideration for a year, Charlie!

Mr. Shepard—If I thought they were really bluffing I would be in favor of calling their hands, but I believe they are in earnest. I think they would like to get out of this, and for that reason I am in favor of keeping them there.

President Barnaby—All right, gentlemen, we



a little to make for another year. [Applause.]

President Barnaby—I would like, however, to point out that Mr. Smith was out of order. I would say that I appreciate in my heart the great honor for it is an honor to be president of this organization, for it is one that is recognized by the National organization.

Mr. Smith—Who said it was not?

President Barnaby—I want you to know of the importance of this thing and I would like very much to have some of the honor passed around and let someone else have it for a while; two years is enough. Unless—

Mr. Burkholder—When this organization has a good thing it knows it; they tried it on me, and now they have started off on you.

Mr. Shepard—Charlie, if you are not careful, someone will make it two years more.

President Barnaby—All right. The next thing in order is for the good and welfare of the organization. We expected to have with us this afternoon some eminent financial man to tell us what is the matter with our country. We finally decided that we would have enough men in this room to tell us that, and now for the good of the organization we would like to have a little discussion on this subject from our visitors as well as members. In order to get this thing started I will ask Mr. Stimson to make a few remarks upon the financial conditions.

Secretary Pritchard—I would like to make an announcement. Tonight there will be a banquet in this hotel. Do not forget to be present at 7:30. We have a registration bureau out in the lobby and want dues paid at the close of this meeting. You must stay for the banquet tonight.

President Barnaby—Gentlemen, this will not last long, for we will be as brief as possible, and when it is over we will go down into the lobby and have something on the new president. We want everyone to stay for the banquet tonight for there is where we have fun.

### An Interesting Speech.

Mr. Stimson—I believe I would rather go down stairs and take one on the new president than take one here. Mr. President, if there is anything in the world that I do not know much about it is finances, or what is the matter with the financial situation, and I think by the time I have finished you will agree with me.

I had thought to refer to the lumber situation in the beginning and I shall do so though I shall not talk more than five minutes. There is some discussion as to the lumber situation in general. We are all thinking quite seriously about it. Perhaps not so much so as thirty days ago. The lightning struck us at the close of the year, and we laid all the dullness to the financial situation. We forget we have had dull periods without financial furies. As usual lumber is very quiet for thirty days along about the holidays when the large proportion of the furniture factories of the country are taking stock and it is also the beginning of the show season—January and July are the show months. Now the next thought is the condition of the price of lumber in connection with the lumber market. I would like to preface any statement that may follow with the question, "Are there any lumbermen here who know where they can replace their present stocks of lumber at less price than those stocks can lay in the pile? Is there a manufacturer in the country who believes he can replace the stocks of lumber on his yard, of the same quality—at less price than what his pile there has cost him?" Now, if you can't do it, ought not the present prices on lumber prevail? It seems to me that every lumberman in the country should consider himself seriously. The secretary remarked that we should not consider ourselves seriously, but I don't think he meant it in this sense. We should consider our business seriously before we make any radical reduction in price and united thoughtful action along this line will enable us to maintain the price we think we have piled

up in those times of prices and that we will do it. Another thing we were discussing a few minutes ago was the forestry situation. Low priced lumber will have a tendency to deplete the forests more than anything else, because high priced lumber will enable men to put in other things as substitutes. They are doing it today and the period when the buildings of this country are made more largely out of other material than lumber will help the forests because the demands on the forests won't be so great. There isn't a lumberman, dealer or manufacturer, in the country who favors low-priced lumber. There is no question about that. Now as to this financial situation, the cow has been slightly sick, but I don't know exactly what has been the matter with it. We all believe and know that we had good business. The business was in good condition and it was active and profitable, and I dare say that the large number of the lumbermen present can count good prices for last year as good as any year prior to 1907.

Business was good to the first day of November. It was good until the banks said that we could not get out \$50 or more a day on our account. So, gentlemen, it is certainly a bankers' panic and not a businessmen's panic. It was not in the beginning. We got the brunt of the burden as the thing went along. It always falls on the fellow who is doing the hustling. It caused us to take notice and think of things, but no doubt you recognize that in a general way we must reach these periods from time to time and they do the country good. We get to going at too rapid a rate. We must stop and consider ourselves and our business. Something must bring us to a halt. This thing has done it and other periods have done likewise in the past. I do not know. I am sure I would not be able to suggest the financial measure, the financial step that would prevent the country from getting into trouble in the future. I do not know one thing about what is needed along such lines. Some man says let the federal government guarantee deposits in the national banks. Another fellow says you can't do that because it would work a hardship on the other institutions not national banks. Not necessarily so. Mr. Forgan came out the other day and said, "No, no, that won't do because it would not be treating the banker who has been conservative and has the confidence of the people, fairly." That is not the thing to be considered most seriously, gentlemen—it is the mass of the people and not this individual banker, nor this individual lumberman. As lumbermen this association has endeavored to be broad and fair and not to consider my gain or your gain. It has considered what it honestly thought was the greatest good to the greatest number, and that should be the only point considered in banking and legislation. I am not a lawyer, and that might not be constitutional, but it would be good common horse sense. I would like to hear a further discussion of matters that might be for the good of the order and I don't care to take any more of your time. I thank you for this much.

### Discussion.

Mr. Crane of Cincinnati—I do not regard the situation as serious. We are still doing a good business, although we are not doing any selling whatever. I do not think this state of affairs will last long. I think that the man that has the lumber the first of July will be able to sell all that he has. There is still plenty of money in the country. The banks are loaded with it. I do not want what I have said to influence anyone here as to what they will do or not do, but I will say again that I think that the man that has the lumber even within the next ninety days can dispose of it.

Mr. James—The lumbermen of Indiana are all waiting to see where they are. That is just what we are going to do. This is not a picnic. It seems to me that this is not going to hurt us to a great extent. It is only a question of a

few days, and then we will be back to where they were before. We don't want them to go up by leaps and bounds as they did the last twelve months. I believe lumbermen of Indiana are all sensible enough to lie still and wait and see where they are. We are not trying to sell

Mr. Shepard If this panic hadn't come I wouldn't have got acquainted with my wife and baby. I had nothing to do before but talk boards and planks. Since the first of November I have sold four cars and before that I sold a car a day. All I was thinking of was making money. I don't know what caused this flurry and have no suggestions to offer. I don't know whether this is going to be over in ninety days or three years. But I know we all have the same chance to scramble for whatever trade there is. I believe in standing pat on prices, so I just stay home and play with the baby till about 10 o'clock in the morning, go down and work a little, and bowl a little in the evening, and enjoy myself generally. I don't know how much lumber is going to be worth. There isn't very much in the country. If everybody will just sit still they will either sell or you won't sell. Even if we know what is the matter with this panic we cannot stop it. I think the fellow that lays low and takes it easy is all right. If only a few were in this fix we might worry but we are all there.

Mr. Farrin—It is very kind of your president to call on me, but I think you have everything pretty well fixed. My friend says there is no change in prices. Another says there was no panic. Another says if there was one it doesn't make any difference—so I don't see what I can say to help matters.

Mr. Woods—I want to buy a few cars and if I talked as you do it would cost me something. [Laughter.]

Mr. Kline—Mr. President, I appreciate being called upon, but what can I say? I think just as Mr. Farrin does—the ground is covered. We may theorize all we want to about this condition but it is not going to do any good, but I don't think the way to fix it is to cut prices.

Mr. Greer—I have nothing more to offer except that this is somewhat of a mutual jolly organization. I don't believe it is going to do any good to say there has not been any trouble and is not going to be, because that is not the exact situation. I confess I am slightly pessimistic, but I don't believe the situation is a bad one or that it is going to last very long. I do know when I quote prices that the orders don't come back but letters do, saying our prices are too high. We can buy lumber cheaper somewhere else. I think there is a remedy for this situation, and that remedy is not to make lumber. It is easy to say just go on and make it and the man that has it will find a market. While my experience is limited I don't see how any rational man can take that view of it. There is a lot of lumber in the South, and a lot of fellows would like to sell it and get the money. They can do that if they will just keep the mills closed long enough. If we all say this doesn't amount to anything and will soon blow over we may get a lot of fellows to start up their mills, and they will be sorry, and we will be sorry. It seems to me this kind of talk will start up a good many of them, and I don't believe it is to the interest of manufacturers to have them started up. I think if the mills would close down until the first of July it would be the wisest thing they ever did. There are several views of this situation I think ought to be considered. The fact is that the furniture manufacturers have been running strong for years, making a lot of furniture. Everybody has been buying it. But lately the furniture manufacturers have been having a lot of orders cancelled, and I do not believe the demand is going to be excellent for hardwood lumber. People don't have to buy furniture when they are hard up and they are not going to do it. If the mills of



the country are going to start up right away and make it as they have been, I say we will all sell some cheap lumber before the year is out.

Mr. Williams—I really don't know what you want me to say. The panic came on in New York and began at the top. It was caused, as you probably know, by the revelations of dishonesty at the top and the rich people have suffered more than any of the rest, but of course the rest of us have had to take our share of the burden, which doesn't belong to us at all. As far as I can see, the lumber business is in pretty good shape. For the last few years we have enjoyed prosperity. It has led to increased cut of lumber. If we had not had a cessation of this prosperity in some way or other we probably would have been very sorry because the American nation goes on at a very fast pace. We do not look far enough ahead and we want to make everything we can tomorrow and spend it next day. The result of going ahead so fast has been the history of many branches of business. We increase output too rapidly and are all astonished when we find we have too much stock. I do not know as that is true of the lumber business today, but I hardly think we can look forward to an immediate resumption of business to a satisfactory basis. If this were not a presidential year I should agree with the gentleman that the panic would not last, but with the presidential campaign ahead of us I doubt very much whether we can look forward to a very quick resumption of business. In fact I think it will probably be well into the summer before we can figure on good business again. We will then have had the nominations at least, for the presidency, and we will be enabled to look into the future and estimate the policy of the new administration. Then by early fall we should begin to have a good satisfactory business to continue for some time. New York is having a pretty hard time. Conditions there are very unfortunate. Nobody wants to buy anything at any price, and those who bring lumber into our market are cutting prices to a very alarming extent, which gives the buyer a feeling that he is going to get lower prices still. That feeling must be overcome. I feel that within the next six months we ought to be doing business on a satisfactory basis.

Mr. Stimson—This matter of the business situation as it has been discussed from different points of view, will probably lead to a general conclusion which would be this: The stocks that are in pile are certainly there, and the point is as to whether they are going to be moved or cut prices. However, cutting prices don't sell lumber to the furniture manufacturer who is not in need of it. That is a fact, and that is why those who have had men on the road have found that they were not selling anything. The furniture men will not buy until they need lumber, and they will buy at a reasonable price just as quick as they will buy at cut-throat prices.

Mr. Shepard—People who are crowded simply have to sell; if things are pretty easy with them they can hold on to their stock. The very best way to break prices is to talk a lot of fool nonsense about good times. The fellows on easy street should stay there and not put lumber on the market. The others are compelled to. There is entirely too much optimistic talk. I believe things are going to open up a little and we are all going to have a little business. Every time you encourage a man to manufacture you are building up possibilities to force somebody else to sell.

Mr. Greer—I would like to offer a resolution that it be the sentiment of this organization that manufacturers curtail production.

Mr. Swain—I second that resolution.

Mr. Fathauer—We are always willing and glad to listen to a heavyweight, and also to hear the philosophical men. There is no use talking, the consumption of hardwood has been decreased a great deal. I would like to cite a little incident of a manufacturer in Chicago employing 1,000

people. A year ago they seriously contemplated increasing their capacity but wisely decided not to do it. That very same manufacturer closed down before Christmas and started up a week ago Monday, running three days a week, with half the force. This simply means a reduction in consumption. The only logical way to meet this is reduction in production. As long as you pile it up it is very likely that the foundation will give way. Therefore we had better protect the foundation. The cutting of prices will not sell lumber. It will intimidate the buyer. All our theorizing avails nothing unless you meet the reduction of consumption by reduction of production.

Mr. Stimson—The lumber journals of the country have been sending out letters asking for expressions from manufacturers along these lines, and the point has been discussed in that way, but I am in favor of the resolution offered, at this time, and want to say that production has been cut in two in the mills in the past ninety days. I have serious doubt whether production is being decreased sufficiently, even at that. I have cut production down considerably and am continuing to decrease it as fast as I can. I don't want my logs eaten up, but I want the rest to stand in the tree.

The resolution was called for and adopted as the sentiment of the association.

### THE BANQUET.

Adjournment was then taken until 8 p. m., at which time an elaborate banquet was served at the Grand Hotel to members of the association and their guests, about a hundred and forty in all. The latter, as usual, were from far and near, including not only lumbermen who were brought up in the trade in the Hoosier state and have embarked in business elsewhere—but many "outsiders" who make it a point to attend these love feasts whenever possible, being sure that a welcome always awaits them, and a hearing, if they have any cause to present. Many enjoyable addresses were made, and both the business and social gatherings brought inspiration and benefit to all who attended.

### Attendance.

Henry Maley, Henry Maley Company, Edinburg, Ind.  
C. A. Phillips, T. H. Garrett Lumber Company, St. Louis.  
H. C. Searce, Comer & Searce Company, Mooresville, Ind.  
B. F. Spencer, T. H. Garrett Lumber Company, St. Louis.  
L. N. Schafer, Argos, Ind.  
C. M. Crim, C. M. Crim & Son, Salem, Ind.  
R. S. Robertson, Ferguson & Palmer Company, Paducah, Ky.  
M. J. Blitz, Fort Wayne, Ind.  
Walter K. Crim, C. M. Crim & Son, Salem, Ind.  
J. E. L. McLean, John M. Woods & Co., East Cambridge, Mass.  
W. E. Chamberlin, John M. Woods & Co., East Cambridge, Mass.  
D. D. Nellis, Nellis, Amos & Swift, Utica, N. Y.  
C. O. McMains, Lebanon Lumber & Coal Company, Lebanon, Ind.  
J. G. Wilcox, Lebanon Lumber & Coal Company, Lebanon, Ind.  
Scot Wade, Mowbray & Robinson, Cincinnati, Ohio.  
O. L. Wade, W. M. Weston Company, Boston.  
J. E. Wheatley, M. Cutsinger & Sons Company, Edinburg, Ind.  
Owen Moffett, Moffett-Bowman Lumber Company, Madison, Ind.  
N. H. Parker, National Supply Company, Indianapolis, Ind.

W. H. Coppock, S. P. Coppock & Sons Lumber Company, Indianapolis.  
M. S. Huey, Indianapolis, Ind.  
A. H. Holloway, Cloverdale, Ind.  
Thomas B. Coppock, Fort Wayne, Ind.  
G. A. Dwiggins, Fountain City, Ind.  
J. W. Hercules, Center, Ind.  
W. A. Omelvena, National Supply Company, Indianapolis, Ind.  
J. T. Davison, Hamilton, Ohio.  
W. O. Knisely, Kokomo, Ind.  
J. S. Kitchen, Columbus, Ind.  
Thomas Hill, Roachdale, Ind.  
E. B. Markley, S. Burkholder Lumber Company, Crawfordsville, Ind.  
Roy Burkholder, S. Burkholder Lumber Company, Crawfordsville, Ind.  
W. E. Barnes, St. Louis Lumberman, St. Louis.  
Willard C. Howe, American Lumberman, Chicago.  
F. D. Hester, Indianapolis, Ind.  
H. M. Romberg, Decatur, Ind.  
Charles Lieb, Rockport, Ind.  
W. J. Roach, Indianapolis, Ind.  
J. L. Spear, Indianapolis.  
Claude Maley, Maley & Wertz, Evansville, Ind.  
H. M. Scholler, Crawfordsville, Ind.  
Charles Hammond, Crawfordsville, Ind.  
Dan J. Shepard, Eaglesfield & Shepard, Indianapolis.  
R. B. Carver, Indianapolis, Ind.  
Henry H. Gibson, HARDWOOD RECORD, Chicago.  
C. E. Osborn, Anson Hixon Sash & Door Company, Indianapolis.  
J. W. Martin, Veedersburg, Ind.  
Charles Wertz, Daniel Wertz & Co., Grammer, Ind.  
Henry Wertz, Henry Maley Company, Edinburg, Ind.  
Daniel Wertz, Maley & Wertz, Evansville, Ind.  
D. B. Burkhardt, Elwood, Ind.  
C. O. Schaefer, Indianapolis, Ind.  
B. Young, Young & Cutsinger, Evansville, Ind.  
William Threlkeld, Indiana Quartered Oak Company, New York City.  
H. L. Adams, Fortville, Ind.  
Gray Potter, C. H. Barnaby, Greencastle, Ind.  
D. S. Barnaby, C. H. Barnaby, Greencastle, Ind.  
J. H. West, Estabrook-Skeele Lumber Company, Chicago.  
H. H. Doering, Lumber Insurers' General Agency, Sandusky, Ohio.  
Charles S. Hait, Ford & Johnson Company, Michigan City, Ind.  
Douglas Malloch, American Lumberman, Chicago.  
T. J. Stanfield, Enterprise Lumber Company, Seymour, Ind.  
C. J. Roach, Walnut Lumber Company, Indianapolis, Ind.  
F. W. Abele, D'Heur & Swain Lumber Company, Seymour, Ind.  
Q. McCracken, Mound City, Ill.  
Clarence Boyle, Heath-Witbeck Company, Chicago.  
E. H. Wood, Cloverdale, Ind.  
W. S. Cooper, Greenfield, Ind.  
Will L. North, North, Frazier & Co., Portland, Ind.  
William A. Lightsinger, W. B. Lightsinger & Co., Indianapolis, Ind.  
H. C. Jacoby, Hamilton, Ohio.  
Paul Rickey, Monrovia, Ind.  
T. B. Kemper, A. C. Kies Lumber Company, Indianapolis, Ind.  
J. D. Maris, Indianapolis Sawn Veneer Company, Indianapolis, Ind.  
D. E. Kline, Louisville Veneer Mills, Louisville, Ky.  
Charles L. Harrison, Himmelberger-Harrison Lumber Company, Morehouse, Mo.  
Lewis Doster, Secretary Hardwood Manufacturers' Association, Nashville, Tenn.  
C. Crane, C. Crane & Co., Cincinnati, Ohio.  
W. H. Illies, Cincinnati, Ohio.

R. O. James, Indianapolis, Ind.  
 W. C. Balise, Greensburg, Ind.  
 Charles A. Wood, Muncie, Ind.  
 John Montague, Cincinnati, Ohio.  
 J. Watt Graham, Cincinnati, Ohio.  
 W. A. Gatliffe, Elmhurst, Ind.  
 W. P. Brown, W. P. Brown & Sons Lumber Company, Louisville, Ky.  
 H. J. Barnard, Central Veneer Company, Indianapolis, Ind.  
 J. DeForest, National Veneer Company, Indianapolis, Ind.  
 F. J. Lukens, Tidge Mahogany & Veneer Company, Indianapolis, Ind.  
 George M. Waters, New Palestine, Ind.  
 James C. Dickson, Indianapolis, Ind.  
 Frank P. Euler, Evansville, Ind.  
 J. P. Case, Indianapolis, Ind.  
 James Buckley, Brookville, Ind.  
 Theodore Pathauer, Theodore Pathauer Company, Chicago.  
 T. J. Christian, Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.  
 Jerome Robinson, Leavitt Lumber Company, Chicago.

Ben Lukens, Greencastle, Ind.  
 Lee Brunson, Carmel, Ind.  
 Frank R. Shepard, Lagesford & Shepard, Indianapolis, Ind.  
 Ed. Richardson, Long Knight Lumber Company, Indianapolis, Ind.  
 T. H. Wooley, Franklin Lumber Company, Franklin, Ind.  
 E. O. Collins, Bargersville Lumber Company, Franklin, Ind.  
 L. E. Slack, Bargersville Lumber Company, Bargersville, Ind.  
 S. Burkholder, S. Burkholder Lumber Company, Crawfordsville, Ind.  
 J. W. Long, New York Lumber Trade Journal, New York City.  
 C. H. Kramer, C. & W. Kramer Company, Richmond, Ind.  
 J. M. Pritchard, Long Knight Lumber Company, Indianapolis.  
 John J. Rumbarger, Philadelphia, Pa.  
 J. V. Stimson, Huntingburg, Ind.  
 W. W. Knight, Long-Knight Lumber Company, Indianapolis, Ind.

E. I. Swann, Diller & Swann Lumber Company, Seymour, Ind.  
 J. A. Reed, Southern Lumber Company, Nashville, Tenn.  
 C. L. Sweet, Lumber & Rice Lumber & Manufacturing Company, Grand Rapids, Mich.  
 C. H. Barnaby, Greencastle, Ind.  
 John M. Woods, John M. Woods & Co., East Cambridge, Mass.  
 Waldron Williams, Ichabod T. Williams & Sons, New York City.  
 Van B. Peaslee, Fort Wayne, Ind.  
 C. H. Palmer, Sheridan, Ind.  
 N. F. Dwings, National Veneer Lumber Company, Indianapolis, Ind.  
 P. A. Mullin, Fairfield Lumber Company, La Fayette, Ind.  
 Phil. Ryan, Mainland Manufacturing Company, Indianapolis, Ind.  
 J. M. Bassett, Orleans, Ind.  
 D. L. Adams, D. L. Adams Company, Portland, Ind.  
 E. C. Artman, Rockport, Ind.  
 Howard S. Young, Indianapolis, Ind.

## Annual Meeting of Hardwood Lumber Manufacturers of Wisconsin.

The annual meeting of the Hardwood Lumber Manufacturers of Wisconsin was held at the Eau Claire Club, Eau Claire, Wis., Jan. 16, at 10 a. m., with President C. A. Goodman of Marinette in the chair and Secretary Geo. H. Chapman of Eau Claire, recording. About sixty manufacturers were present, representing some forty or more concerns.

machinery of our organization, as well as promoting the association feeling among our members. The reports of the secretary and treasurer and the chairman of the bureau of grades will give you in detail the year's record and our present condition.

Our aims were briefly to bring about a system of equitable and uniform grading at the mills and to collect and furnish to our members such proper information regarding the supply and the demand for our products as might be of mutual benefit.

In the beginning we were fortunate in securing a committee to undertake the revision of the grading rules, the members of which not only had a thorough knowledge of the work but who above all were able and willing to contribute the time and energy so necessary to its successful outcome.

Mr. Owen and the other members of this committee held several conferences with committees of the manufacturers of Michigan and Indiana and as a result recommendations were made to the committee on grades of the National association for certain changes in the inspection rules, with a view of bringing them more into harmony with the current requirements of the hardwood trade than the rules then in force. These recommendations were incorporated to a large extent in the new rules adopted at the National association convention last May and in force since December 1 last, and which are in the main satisfactory to our members.

### INSPECTION AT MILLS

The work of making inspections at the mills which has been conducted by the bureau of grades is well under way, with every prospect of increasing efficiency and consequently greater value. If the inspection rules as they are modified from time to time by the National association, and which are now reasonably satisfactory to us can be made universal, we will then have the greatest possible field for the distribution of our lumber, with a minimum of trouble and expense.

Unfortunately a number of the eastern members of the National association are not favorable to the new rules. They are not, however, agreed among themselves any more than they are with the National association, and the fact remains that the present rules are the National rules and they are the rules we expect to work under until they are changed, and the revision should be made only in the regular way at an annual meeting of the National association. The next annual meeting of that association will be held at Milwaukee in June and we should see that we are

properly represented before their committee on grades in order that the interests of our customers and ourselves may be protected in any changes then considered by their committee.

### INCREASING VALUE OF STUMPAGE

Aside from these questions, this association is more than justified if the work has brought home to each one of us, as it should, that we are manufacturers of a high class product; that our stumpage has a definite and increasing value; that we must prize more highly our timber both on the stump and in the pile; that it should be



C. A. GOODMAN, MARINETTE, PRESIDENT

President Goodman delivered a report of the year's work of the association, which is presented herewith.

### President's Address.

Meeting at the end of our first year, it is important that we again call to mind the objects of our organization and ask ourselves whether the results so far attained have realized our expectations and are such as to encourage us to further effort.

Our secretary has worked hard for the up-building of our association and too much praise cannot be given him for the work he has done in adding to the membership and strengthening the



GEORGE H. CHAPMAN, STANLEY  
VICE PRESIDENT

sawed right and graded right and that it is worth too much in the woods to be sacrificed at the mill. The territory covered by our association produces more than half of the entire cut of the United States of basswood, birch and rock elm and leads any other section in the production of soft elm. Wisconsin manufacturers reported to the government stumpage values of these woods for 1906 as follows: Basswood, \$3 to \$15 per inch; \$1 to \$12 per inch; \$3 to \$5 per inch; \$2 to \$5. Why is it that some of us reported our stumpage worth only from \$1 to \$3, when we all know we can not produce any more



timber for less than two or three times that amount. Why does Wisconsin report a value of \$2 to \$5 for soft elm stumpage, when the average obtained by the manufacturers of lower Michigan was over \$8?

These questions are worthy of study, but the figures given show plainly that these lower prices represent the net stumpage returns for timber cut under adverse conditions, causing a destruction of a part of its real value. Thus we often see \$12 stumpage reduced to \$2 stumpage merely by sawing it down, for when the timber is once cut it becomes subject to the uncertainties of the cost of logging and manufacturing and of selling prices governed by the current market conditions; but the value of the timber that is still on the stump is limited only by the future growth and prosperity of the country.

Each of us being governed by individual circumstances must sacrifice for our immediate needs a part of the ultimate and sure returns from our standing timber; but have we in the past done any better with the net stumpage returns from our operations than the trees would have done for us? Has the money we took out of the timber grown faster than the money left in it?

#### TAXATION OF TIMBERLANDS.

All over this continent the forests are now receiving a great share of public attention. Reservations are being established; estimates are being made of the timber supply and how long it will last and each tree that is cut is checked off the list and an added value attached to those remaining. New laws governing land and timber will be passed and in these we must take an increasing interest. The question of taxation of timberlands is of growing importance. Our state and national governments are trying to devise plans for the reforestation of lands once covered with timber. This work is necessary and a large amount of public money will be required to carry it forward. At the same time large amounts of timber are cut every year on account of excessive taxation. Why should timber now standing be taxed out of existence and the money so secured be used in reforesting the same lands? Here in Wisconsin we have one department of the state government seriously engaged in arousing sentiment favorable to the preservation and increase of our forest area and in framing laws to carry these plans into effect. On the other hand, another department of our state government is making strenuous efforts to increase the valuation of taxable property, which has been especially felt in the northern counties of the state. The tendency of high taxes on forest lands is to compel the immediate cutting of timber which should remain standing for many years. Considering even the sole question of revenue, it should be evident that the longer the timber remains on the tax roll the greater returns it will make in taxes, and that the rapid reduction in revenue due to the enforced removal of timber must be made up by increased assessments on other property. The question of reforestation is simply one of taxation. The increasing knowledge of practical forestry is demonstrating the possibility of creating new timber growth at a profit under proper conditions. If this can be done on public lands, it would seem to be public policy to regulate the taxes on private lands so as to encourage the reforestation of such lands already cut over and to make possible a more conservative and economical cutting of the timber now standing. This will come in time, but it will take much thought and work in the way of public education on the subject, and we who are interested should not leave it entirely to the politicians to work out for us.

I think we all realize that the questions being taken up by this association are the best interests of each manufacturer, and the best results can be obtained by the combined efforts of all of our members acting with the association.

Referring again to our own particular prod-

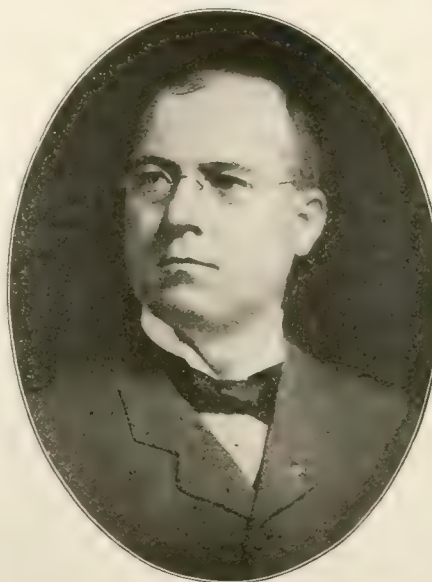
uct, it would seem to me that in every way we should endeavor to promote the knowledge and use of the various hardwoods in which this territory is pre-eminent and to make them a staple commercial product not subject to the extreme fluctuations in price from which they have suffered to a greater extent than almost any other commodity and which I think is largely an unnecessary evil. In all the work of our association we are in harmony with the interests of the lumber trade and of the public, and with earnest and united effort our success should be assured.

#### Treasurer's Report.

Treasurer B. W. Davis' report showed that the association was in especially good financial condition. Last year's assessment was based on 5 cents per M feet cut, but he expressed an opinion that a 4 cent basis for 1908 would be sufficient.

#### Secretary's Report.

The report of Secretary Chapman was most encouraging. He stated that the mem-



B. W. DAVIS, PHILLIPS, TREASURER.

bership this year would approximate fifty, representing mills with a yearly output of 125,000,000 feet.

The report of Assistant Secretary C. F. Lusk covers the organization of the association at its first meeting, Dec. 15, 1906. He announced that the National Hardwood Lumber Association rules had been adopted and that a Bureau of Grades had been established.

#### Assistant Secretary Lusk's Report.

A year ago the 28th of November a conference of hardwood lumber manufacturers was held at the Hotel Pfister, Milwaukee, for the purpose of forming an association to be composed of manufacturers only, its main object being to concentrate the interests of manufacturers more particularly to the rules of grading, with a view of cooperating with the manufacturers of Michigan in trying to establish a uniform grade of hardwood lumber.

At this meeting a committee was appointed to draw up a constitution and set of by-laws, and at a meeting held at the same place on December 15, 1906, the copy of the constitution and by-laws as submitted by this committee was adopted by the twenty-five different manufacturers present. At this meeting the following

officers were elected to serve during the year 1907.

President—C. A. Goodman.

Vice President—George H. Chapman.

Treasurer—B. W. Davis.

Secretary—George H. Chapman.

Directors—W. C. Landon, Eugene Shaw, O. W. Brightman and C. K. Ellison.

Bureau of Grades—S. W. Hollister, A. R. Owen, G. E. Foster, E. P. Arpin and F. H. Pardee.

At a special meeting of the Board of Directors and Bureau of Grades, held at Chicago on June 19, 1907, the rules of the Wisconsin Hardwood Association were adopted as the official rules of this association. On June 26 the rules as adopted by the National Association to go into effect December 1, 1907, were approved and adopted by this association with the exception of the cover. Realizing the fact that we and all other manufacturers will derive more benefit from official rules if they were national, it was decided after full discussion to get our rules from the National Association, providing that they would issue them with a cover that was satisfactory to us. We were willing that the National Association should have the most credit, but we insisted that upon the cover should appear the name of our association as well as all other associations that had adopted these rules. The executive committee refused to issue these rules as we suggested, and for that reason more of the copies have not been sent to you. It is the desire of the officers of this association that we get this little point settled as soon as possible and then work in conjunction with the National Association in the enforcement of these rules and make them National in effect as well as in name.

The lumber exchanges of Buffalo and New York and of some of the other eastern points are trying to knock out these rules. In most cases it appears that the men that are doing the kicking are jobbers and not manufacturers. The National Association is trying hard to convince these associations that they are doing wrong, and they certainly are having a hard fight on their hands. We believe that these rules are absolutely fair and just, though as radical as some of the changes may seem, and as we have adopted these rules as our rules or rules that are identical with them as our rules, we should give the National Association all the support that we possibly can in trying to make those fellows see that they are a step in the right direction. The Bureau of Grades strongly urge you to begin using these rules on your new sales and shipments.

A great deal of work has been accomplished by your Bureau of Grades under the supervision of its chairman, Mr. A. R. Owen. A detailed report will be given later on. The membership during 1907 was forty-six firms, representing a total production of 160,000 feet. This entire product has been graded under the supervision of the Bureau of Grades.

From the secretary's office you have received several requests for reports on logs, lumber, etc. These requests were sent to you because we thought that the compiling of such information would be of interest and benefit to all of our members. It is the intention of the Bureau of Grades to send out these reports frequently during the coming year, and it is earnestly desired by the secretary that in filling the same out you will be careful and get them as near accurate as possible, otherwise the work will be of no account and consequently we will be unable to give our members a correct statement regarding the statistics called for. Much time and expense has been spent on the preparing of the lumber report sheets that you are at present filling out. We have tried to make these sheets as complete as possible so that no mistake could be made, it thereby enabling us to give you a correct statement of the amount of lumber which is on hand and the percentage of it that is sold.



This we think, will enable you to issue sawing instructions and also help you in quoting prices. The same reports will be sent to you about every three months and, as I have already said, I trust that you will give them your careful and prompt attention.

Our association being young, we need the hearty cooperation of each and every member. The work that we are doing cannot be carried along by the officers of the association alone. We need your help, and we wish to feel that when we ask for it we will get every little detail called for. For, as you know, these details are for association work only, and the results will be given out to all our members as soon as they can be compiled in the secretary's office. Our inspectors have been handicapped to a certain degree by having practically new routes to cover each trip on account of new members joining us. Nevertheless, I trust that the results that have been accomplished have more than justified the cost to our members. Your loyal cooperation in every way has been greatly appreciated by the secretary and chairman of your Bureau of Grades.

A. R. Owen of Owen, Wis., chairman of the Bureau of Grades reports as follows, showing that inspection work is proceeding successfully under a chief and assistants, who have been able to make 291 visits to the mills.

#### Report of Bureau of Grades.

In making our report we would like first to offer a few figures on the hardwood lumber production of the United States, which undoubtedly will prove of interest and benefit.

In a bulletin issued by the Bureau of Forestry for the year 1906 we learn that the hardwood lumber production of the country for the year 1899 was 8,634,021,000 feet, or 25 per cent of the entire cut. In 1906 the cut had fallen to 7,315,491,000 feet, or 19.5 per cent of the entire lumber production of that year, showing a decrease of 1,319,000,000 feet. In 1906 this bulletin credits Wisconsin with producing about 513,000,000 feet. For comparison we give the following list of the principal varieties, showing the production of Wisconsin and the United States:

	U. S.	Wis.	Per cent.
Bass	377,000	162,000	43.
Birch	370,000	151,000	40.8
Elm	224,000	42,000	18.7
Ash	214,000	19,000	9.
Maple	882,000	84,000	9.6

We also learn that the basswood cut of the country since 1899 has increased 22 per cent, the production of birch has increased two and one-half times, while only one-half of the amount of elm is now produced. Ash has fallen off 20 per cent and maple has increased 39 per cent. These figures go to show that the hardwood cut has reached the maximum, and it is safe to state that there will be a steady decrease in production, which will unquestionably lead to a rapid increase in the value of hardwood stumpage. Lumbermen generally seem to be fully alive to these facts, as shown by their disposition at this time to curtail their output, instead of sacrificing valuable stumpage to a demoralized and unwilling market. For 1907 thirty-nine members of this association report a hardwood log input of 143,813,000 feet. For 1908 thirty-six members estimate their log input at 101,160,000 feet. From these figures and also from information gathered from various sources we estimate the hardwood log input for the coming season at 35 per cent to 40 per cent less than 1907.

January 1 twenty-eight members report the following lumber on hand:

SUMMARY OF LUMBER REPORTS FOR JANUARY 1, 1908, FROM TWENTY EIGHT MEMBERS.

	Feet.
Total amount of hardwood lumber on hand	56,787,000
Total amount of hardwood lumber on hand sold	26,711,000

Amount on hand. Amount sold.

	Feet.	Feet.
Ash	2,953,000	2,278,000
Basswood	8,442,000	4,009,000
Birch	24,629,000	11,179,000
Butternut	97,000	64,000
Rock elm	1,850,000	1,481,000
Soft elm	8,154,000	3,901,000
Hard maple	8,294,000	3,026,000
Soft maple	1,298,000	151,000
Red oak	951,000	277,000
White oak	129,000	29,000

From all information received and investigations made by your committee, we can report less hardwood in the hands of manufacturers on January 1 than a year ago, and fully 30 per cent less in consumers' yards in that portion of Wisconsin and Illinois which depends on Wisconsin so largely for its supply.

At our special meeting in Milwaukee we adopted with others a new set of grading rules which went into effect December 1. Up to the present time there has been little if any lumber graded under these rules, and it is doubtful if there will be until the new cut is marketed.

These rules have been generally accepted by lumbermen, the most serious objection to them coming from some of the large lumber centers in the East and particularly from New York, where the New York Lumber Exchange has refused to accept them, but have adopted the old National rules.

We believe that the new set of rules come nearer the present requirements than any yet adopted, and we feel it is the duty and to the advantage of all our members to market their lumber under them. But we must not forget that grading rules to be effective should be revised from time to time so that they may more nearly meet the ever changing condition of production and the uses to which it is put. And we want to add that by the rescinding of the Buffalo resolution and the adoption of the new grading rules the National Association has shown that it recognizes this fact and at the same time has demonstrated the broadness of that association. In this connection I might say that it has appointed a representative committee to confer with the New York Lumber Exchange to urge them to adopt the new rules.

We would call your attention to the new rule on standard lengths in standard grades, which admits of 15 per cent of odd lengths, and believe all should take advantage of this opportunity to save their lumber.

It is with satisfaction that we report the progress of our Inspection Bureau. The inspection work was first taken up in March, but little progress was made until a change was made in our chief inspector. We now feel that we have this department well organized with a competent chief and assistant.

Since undertaking this work our inspectors have made 291 calls at the mills of our members, where they actually handled and graded 820,904 feet, finding 3,700 feet above grade and 11,883 feet below grade. Our inspectors have made ten reinspections, handling a total of 119,885 feet, of which 162 feet was above grade and 16,506 below. In addition to this service we believe they have given valuable information in regard to the manufacture, handling and caring for the lumber in your yards.

Your committee feel that they should take up the work of collecting statistics and general information to be used in making reports and stock sheets which would be issued three or four times a year. This information if placed in your hands at regular intervals would give you a general idea of the amounts and kinds of stock on hand and would be valuable in the manufacture and sale of your lumber. If this work is to be carried on successfully we must have the cooperation of every member, particularly in the way of prompt replies for information.

The meeting then adjourned until 2 p. m., and during the interval several automobiles were placed at the disposal of the members who visited the McDonough Manufacturing

Company's plant. An excellent demonstration of the McDonough band saw was given, the machine deriving its power from an individual motor.

#### AFTERNOON SESSION.

The Nominating Committee, appointed at the morning session, rendered its report, favoring the reelection of the following:

President—C. A. Goodman.

Vice President—Geo. H. Chapman.

Treasurer—B. W. Davis.

Board of Directors—W. C. Landon, Wausau; C. K. Ellingson, Hawkins; O. W. Brightman, Wausau; Eugene Shaw, Eau Claire.

Bureau of Grades—A. R. Owen, Owen, chairman; G. E. Foster, Mellen; D. J. Arpin, Grand Rapids; M. J. Quinlan, Soperton; F. H. Pardoe, Wausau.

The recommendation of the Nominating Committee was adopted and all officers nominated were elected unanimously.

#### Discussion.

A general discussion on the work of the Bureau of Grades, inspection, etc., followed, and brought out the fact that the inspectors of the Wisconsin association and the National are close together in their interpretation of the rules.

Considerable discussion as to the future of the trade, current market conditions, etc., developed the fact that the curtailment of output in mills represented at the meeting amounted to approximately forty per cent.

#### Railroad Committee.

A railroad committee was appointed as follows: W. A. Holt, chairman; J. J. Lingle, E. P. Arpin, J. R. Davis, J. E. Gillette, F. S. Robbins.

The convention then adjourned. The directors met later and elected Geo. H. Chapman secretary and Chas. F. Lusk assistant secretary. An assessment on output of 4 cents per M was authorized for the carrying on of the work for the current year.

#### Attendance.

Those present were:

C. F. Lusk, assistant secretary Hardwood Lbr. Mfrs. of Wisconsin, Stanley.

C. C. McKinney, Hardwood Record, Chicago; Charles A. Goodman, Sawyer-Goodman Co., Marinette.

Leonard Bronson, American Lumberman, Chicago.

George H. Chapman, North Western Lbr. Co., Stanley.

W. C. Landon, Barker & Stewart Lbr. Co., Wausau.

F. H. Pardoe, Fenwood Lbr. Co., Wausau.

John R. Davis, John R. Davis Lbr. Co., Phillips.

George Haessly, Haessly & Preston, Ellsworth.

R. B. Goodman, Goodman Lbr. Co., Marinette.

A. C. Wells, Bird & Wells, Wausau, and Girard Lbr. Co., Dunbar.

J. C. Knox, Michigan Hardwood Mfrs. Assn., Cadillac.

W. S. Parks, Nye-Lusk-Hudson Co., Thorpe.

George H. Lusk, Nye-Lusk-Hudson Co., Thorpe.

C. K. Ellingson, Ellingson Lbr. Co., Hawkins.

M. B. Breeke, Alpson Lbr. Co., Alpson.

G. B. Knox, Perley-Lowe Co., Peshtigo.

R. G. Flanders, Holt Lumber Co., Oconto.

A. R. Week, John Week Lbr. Co., Stevens Point.



Andrew Oehlert, John Oehlert, Tomahawk  
W. W. Gamble, Wausau Lumber Co., Rib Falls  
F. K. Russell, R. V. Falls Lbr. Co., R. V. Falls  
J. H. Shuter, Ellsworth Mfg. Co., Hawkins  
J. F. Hughes, John S. Owen Lbr. Co., Owen  
A. R. Owen, John S. Owen Lbr. Co., Owen  
M. I. Quinlan, Menominee Bay Shore Lbr. Co.,  
Superior

J. T. Phillips, Diamond Lbr. Co., Green Bay.  
Fred M. Taylor, Jr., Dells Lumber & Shingle  
Co., Eau Claire  
S. R. Hollister, Hollister, Amos & Co.,  
Oshkosh  
P. W. Hollister, Hollister, Amos & Co.,  
Oshkosh  
D. J. Arpin, Arpin Hardwood Lbr. Co., Grand  
Rapids  
J. J. Lingle, Westboro Lbr. Co., Westboro  
E. A. Gooding, Gooding & Nolen Lbr. Co., Wit-  
tenburg

J. S. Gillett, Dells Lumber & Shingle Co., Eau  
Claire.  
J. T. Gillett, Dells Lbr. & Shingle Co., Eau  
Claire.  
Harry W. Carter, Daniel Shaw Lbr. Co., Eau  
Claire.  
J. T. Barber, Northwestern Lbr. Co., Eau  
Claire  
Voigt P. Gillett, Dells Lbr. & Shingle Co., Eau  
Claire.  
E. H. Burke, Northwestern Lbr. Co., Stanley  
Elmer B. Smith, David Shaw Lbr. Co., Eau  
Claire.  
George E. Foster, Foster-Latimer Lbr. Co.,  
Mellen.  
E. K. Hughey, Yellow River Lbr. Co., Still  
water, Minn.  
S. G. Moon, Northwestern Lbr. Co., Stanley.  
C. D. Moon, Northwestern Lbr. Co., Eau Claire.  
W. J. Campbell, Fountain City Lbr. Co.,  
Donkood

J. E. Rhodes, Minneapolis, Minn.  
E. B. Ingram, Rice Lake Lbr. Co., Rice Lake  
W. H. Bundy, Rice Lake Lbr. Co., Rice Lake  
C. H. Weber, Wilson-Weber Lbr. Co.,  
Menominee.  
E. P. Arpin, Arpin Hardwood Lbr. Co., Grand  
Rapids

### The Banquet.

At 7 p. m. a sumptuous banquet was ten-  
dered the members of the association in the  
banquet hall of the Eau Claire Club. A  
splendid string orchestra added much to the  
festivities as did also impromptu after-din-  
ner speeches and songs by some of the  
gifted members and their Eau Claire friends.

As a whole the meeting was a pronounced  
success in every particular and productive  
of great good for all members of the asso-  
ciation.

## Veneer Production for 1906

During the year 1906 manufacturers of  
veneer used more wood and made more  
veneer than in any previous year for which  
statistics have been compiled, and doubt-  
less more than ever before during the his-  
tory of the industry. During that year 315  
mills converted 329,186,000 board feet of  
timber, log scale, into approximately 2,068,-  
094,000 square feet of veneer. Thus every  
board foot of timber, measured log scale,  
furnished about six square feet of veneer,  
according to a recent bulletin issued by the  
Forest Service. Of the total produced near-  
ly nine-tenths was rotary cut and the re-  
mainder either sawed or sliced. The pres-  
ent greatly increased production of veneer  
is due to the growing use of thin sheets of  
wood for many purposes other than as true  
veneer. The term is not restricted as for-  
merly, and used to describe only a finished  
surface applied to a cheaper and unfinished

	Log scale.	Rotary cut.	Sawed or sliced.	Value.	M. feet.	Sq. feet.
	M. feet	Sq. feet	Sq. feet	Dollars.	M. feet.	Sq. feet.
Red gum. .	73,062	405,677	7,900	696,246	39,573	187,940
Yellow pine. . .	45,581	153,832	28,422	361,799	12,688	41,069
White oak. . . .	38,848	117,432	128,076	1,232,077	16,129	115,265
Maple. . . . .	30,084	302,527	6,860	365,171	26,246	179,809
Cottonwood. . .	5,324	39,239	616	62,353	1,400	18,765
Yellow poplar. .	29,063	107,884	250	359,439	16,357	45,223
Basswood. . . .	21,619	164,023	8,045	460,355	26,164	151,566
Birch. . . . .	15,659	72,158	1,285	248,063	11,376	82,925
Elm. . . . .	16,823	136,794	451	185,732	12,643	128,521
Tupelo. . . . .	12,122	191,148	1,275	165,502	5,544	60,708
Red oak. . . .	8,311	41,755		74,954	314	1,806
Spruce. . . . .	8,109	46,377	14,660	215,610	4,955	31,054
Beech. . . . .	6,477	50,896	8,900	84,285		
Ash. . . . .	5,214	15,486	14,118	87,305	2,461	21,648
Walnut. . . . .	5,121	65,046	2,138	347,021	1,725	21,181
Sycamore. . . .	4,530	17,965	117	42,613	576	1,435
Cherry. . . . .	582	3,368	113	11,894		
Hickory. . . . .	568	3,366		6,220		
Douglas fir . .	370	2,600		2,590		
All Others. . .	1,179	5,245	2,050	29,316	2,995	19,603
Total. . . . .	329,186	1,842,818	225,276	5,038,545	181,146	1,108,518

TABLE 1 MATERIAL USED AND QUANTITY OF VENEER PRODUCED IN  
1905 AND 1906.

State.	Aggregate log scale.	Red gum.	Yellow pine.	White Oak.	Maple.	Cottonwood.	Yellow poplar.	Basswood.	Birch.	Elm.	Tupelo.	Red oak.	Spruce.	Beech.	Ash.	Walnut.	Sycamore.	Cherry.	Hickory.	Douglas fir.	All others.
Alabama.	8,026	4,173	352	250	50	3	248			50	2,323	17			10		50		500		15
Arkansas.	4,378	1,640	1,175	10			900			252		10			4						3
Delaware.	4,125	1,993	400	50	175		70		320	50	1,017	50			1						20
Florida.	26,209	41	26,136	3						4											3
Georgia.	9,808	3,171	6,602																		60
Illinois.	40,267	17,798		3,211	545	10,290	1,665		151	526	1,505	335			226	2,329	1,625				3
Indiana.	25,332	815		19,443	605	55	1,274	150	25	225		1,155		90	225	1,115	15		50		90
Indian Territory.	327	55		42		15						215									
Kentucky.	14,074	9,789		920	82		932	24		400		75		1	41	23	1,784	3			
Louisiana.	2,935	350	180			1,800	80				200										325
Maine.	4,705																				500
Maryland.	9,340	622	3,075	1,646	170		1,446	1,505	1,200	60	20	244	1,036	1,500	50	415	400	156			
Massachusetts.	472			90	214		164														
Michigan.	30,284			429	17,629	22	162	2,699	1,031	4,245		447		2,756	608	3	204	33	14		2
Mississippi.	2,345	1,427	358				420				20										
Missouri.	15,069	8,860		550	240	3,046		200		879		443			147		631				73
New Jersey.	551	2		8	41		546								1						100
New York.	10,850	3	350	1,021	4,474	3	61	1,132	789	777		228		859	443	35	10	538	1		126
North Carolina.	12,666	1,480	707	566		6,969					2,925	10					9				
Ohio.	5,969	20		2,389	297	45	545	146		398		141	16	461	297	1,175	39		370		21
Oregon.	4,661		228	100		2,122							1,820								252
Pennsylvania.	2,242			100	702		13	136	13	250		58		707	3			8			
South Carolina.	4,578	183	2,768				1,542				75				10						80
Tennessee.	30,808	12,740	1,000	5,800		6,500		100		75		1,000			2,000						
Texas.	2,490	330	1,960	200																	
Vermont.	3,579				2,433			25	696	20				400	5	18	7				47
Virginia.	10,191	6,550	225	625		400	2,116	50				142			11						
Washington.	6,873					3,732						3,141									
West Virginia.	3,572	1,000		708	5	1,723		100		18						18					
Wisconsin.	32,160	20	65	687	2,420			8,979	12,538	3,951		2,728			767						5
Total.	329,186	73,062	45,581	38,848	30,084	29,063	21,619	15,659	16,823	12,122	8,311	8,109	6,477	5,324	5,214	5,121	4,530	582	568	370	1,719

TABLE 2 MATERIAL USED FOR VENEERS IN 1906, BY STATES, IN M BOARD FEET

uses. It includes all varieties of thin log, but not only "built-up" stock, but also material for baskets, boxes, crates, etc.

The statistics presented in Tables 1 and 2, it must be remembered, are not as valuable for purposes of comparison as they would have been had those for 1905 not been the first to be compiled, and such figures are usually incomplete. Rotary-cut veneer is the most important produced, though the quantity of sawn white oak veneer is greater than the rotary-cut white oak. For the reason that oak cut into veneer is used chiefly in the manufacture of furniture. It is impossible to obtain a quartered oak figure by cutting on a rotary machine, therefore the greater part of it is either sawn or sliced. Red oak, having a more open grain, is less desirable for furniture veneer, so the larger portion is rotary cut. Woods

like red gum and poplar, used for backing and centers of built-up veneer, are almost always cut on rotary machines. Certain woods in fact, show their most pleasing figure for outside finish in built-up veneers—birdseye maple and curly birch, for instance.

The highest average value per thousand feet log scale, \$67.76, is credited to walnut, while white oak ranks second, averaging \$31.67 and red oak \$26.61—as may be computed from Table 1; Douglas fir comes in last, averaging about \$7. No values are shown in the 1905 statistics so that price comparisons cannot be made from the table.

Table 2 gives the quantity and value of timber used for veneer by states, and amount of stock produced in 1906, as far as reports enabled statistics to be compiled. It will be noted that Illinois is the leading consumer.

## Expensive Experience

For the benefit of those who are inclined to believe they can build their own dry kilns without having had much practical experience along that line, the following is related. A millman cutting pine concluded there was no use to pay what he considered the high prices asked for the kilns needed for his mill, and, after studying the drawings and data furnished by some of the kiln men from whom he had received catalogues, evolved his own plants and built them.

The building was simply a long box with sliding doors at the end, part of the receiving end having a recessed floor to receive the coils of pipe for the heating system. At the bottom of the pipe were three doors, 12 inches wide by 18 inches high. These were to control the inlet of air to the heating coils. The heater contained as many square inches of radiating surface as would be contained in a single layer of pipe if extended the full length of the kiln. At the discharge end and below the level of the floor there was an exhaust fan with a discharge area equal to 16 square feet or 2,304 square inches. The inlet was only 648 square inches, the result being that the cold air was drawn through the heater with such rapidity that it carried very little of the heat to the material in the kiln.

So much of the air being cold and heavy, it took the lowest and shortest course to the fan, passing under the loaded trucks and out at the fan without having performed any service at all. That part of the air that was heated rose to the top and partly dried the top tier of the lumber, while it made the

remainder of the load a variegated green and blue.

There was enough damage done to the lumber in the month of trial to have paid for a good kiln, but some men are so hard-headed that they will suffer almost any loss before acknowledging they are wrong, and that was the case in this instance. It was as much as a man's position was worth to have offered a suggestion, and no one seemed to care to leave, until finally the shipping clerk got tired of the worry. One Monday a particularly blue lot came out, with an order for clear finish on hand, and rush instructions to weed out this blue mess. The old man and the clerk had had some words about a car to be unloaded, and when it came to the blue stock things were in a condition for something to be doing right quick.

The old man came round inspecting and asked the clerk what he supposed made the lot so blue—it being the worst one of all. Without a moment's hesitation he answered, "Because a d— fool built the kiln," at the same time starting for the office to get his pay, which he had reason to believe would be forthcoming.

That was the turning point for the kilns. They were remodeled to one of the systems that would do the work without bluing the stock. To an observer it is passing strange how an idea of this kind will run away with a man who displays excellent judgment in most other matters. Drying lumber seems so simple a thing that many millmen think it is only a question of getting the heat to it, and that's where they make a mistake.

H. C. H.

## News Miscellany.

### Meeting Executive Board Hardwood Manufacturers' Association of the U. S.

At a meeting of the executive board of the Hardwood Manufacturers' Association of the United States, held at the offices of the association in the Stahlman building, Nashville, Tenn., January 8, there were present the following: John B. Ransom, president; W. A. Gilchrist, first vice president; J. H. Himmelberger, second

vice president; Lewis Foster, secretary; C. M. Crawford, C. Crane, R. M. Carrler, F. F. Fee and R. H. Vansant.

The minutes of the last board meeting held at Cincinnati, May 11, 1907, were read by the secretary, and report was made regarding matters left unfinished at that time.

The car scale and equipment complaint came up for discussion and the secretary was in-

cluded.

It was decided that the secretary should furnish immediately to each committee the proposed changes or reprints in the grading rules, each committee being given suggestions for proposed changes in the woods covered by them. The rules in their entirety should contain the divisions, with a table showing the percentages change. Vehicle stock grading rules were considered, and it was decided that the National Wagon Manufacturers' Association should be asked to appoint a committee; the association has been appointed to meet their committee a day in advance of the regular convention, or February 5. The names of Frank F. Fee and E. W. Bartley were added to the regular lumbermen stock committee to meet the National Wagon Manufacturers. Mr. Fee was also appointed a member of the executive grading commission, and a member of the committee on the grading of gum. The grading commission will meet one day in advance of the regular convention date.

The financial condition of the association was shown to be excellent. Reports showed a large curtailment of output during the last month or two.

It was decided to hold the next meeting of the association at the Grand Hotel, Cincinnati, February 6 and 7.

The secretary was instructed to arrange a program for the annual, and to invite various representatives from the membership and others who could to discourse upon interesting subjects for the benefit of the convention and the hardwood industry at large.

The visiting lumbermen, after careful study of conditions and realizing the anxiety shown by the manufacturers, decided that the meeting should be called soon owing to the return of trade which has become apparent in the past ten days. Earlier in the month there was a feeling that the meeting should be held late in February or early in March, as it was thought that time would be more convenient, and members would be better able to study conditions in the commercial world and to determine policies to pursue for the year, but business conditions are returning to satisfactory shape much more quickly than expected. This is the idea of holding a meeting as quickly as possible, only allowing sufficient time for all to be notified and the general program arranged for; and it is hoped and believed that the largest meeting the association has ever held will be the result of this call. Every hardwood producer is anxious to obtain information that will enable him to frame his policy for the year 1908. Every firm a member of this association should have a representative present, and the manufacturing fraternity the country over—whether members or not—will be cordially welcomed. It is the intention of the committee to make this invitation as broad and strong and as hearty as possible, to insure a big attendance of those who are interested in the industry.

Manufacturers should realize that this meeting is going to result in something of importance, and should be governed accordingly; not be too anxious to sell or arrange for the sale of their material until after the meeting, when they can see what conditions really are in which they are vitally interested.

President Ransom entertained the executive board with a luncheon during its session, and in the evening a dinner was served at the Maxwell to the visitors and the Nashville members of the association.

### The Diehl Edge Sander.

The Diehl edge sander solves the problem of sanding the edges of table, desk, dresser and similar tops, and all forms of chair seats and sanitary woodwork. This machine is the only one on the market made for the sole purpose of sanding edges rapidly and perfectly and is therefore indispensable in furniture factories, as the saving in handling stock alone will pay for the machine in one year. It will sand shapes



that are oval, quarter round, O. G. and serpentine, and if a chair seat has two shapes it will sand the same with one handling and still do better than by hand, leaving no humps or mean spots. This is done by using a roller and con-cave shoe to fit the shape to be sanded. When serpentine shapes are sanded the roller is used to get into the short curves.

The pedestal carrying the tight and loose pulleys and upright shaft is cast in one piece and can be swung around, permitting the machine to be belted from any direction, no matter where it may be placed. An adjustable belt shifter is provided which will receive the belt at any angle. The idle pulley receiving the sand belt is self-adjusting by means of counter-weights and can be tilted to make the belt track on its center. The table, shoe and roll can be adjusted in any direction to suit the work, and the table is arranged to tilt to sand beveled edges. The bearings, being fitted with grease cups, are dust proof and all working parts are enclosed, so that no dust or grit can enter. The machine is furnished complete with one shoe and one roll and is built first class in every way.

Tight and loose pulleys have 10 inch diameter by 3-inch face, and should make 600 revolutions per minute, floor space, 3x7 feet; weight, 900 pounds; contents, 70 cubic feet. For further information address the E. & B. Holmes Machinery Company, Buffalo, N. Y.

#### Receiver Appointed.

John H. Chapman of Sutton, W. Va., has been appointed receiver for R. M. Smith & Co. of Parkersburg, a large and well known concern. The company's assets are given as \$500,000 and its liabilities as only \$350,000. While the concern is said to be entirely solvent, the money stringency affected it, in that it could not get ready money to carry on its affairs. It has a branch office at Detroit and mills in Louisiana and West Virginia.

The Messrs. Smith are well known to the hardwood trade, and their associates have every reason to believe their present difficulty is due in no wise to mismanagement or incompetency, but solely to unavoidable conditions in the financial world.

#### The Lumberman-Poet Outdoes Himself.

The accompanying verses were delivered by Van B. Perrine of Fort Wayne at the banquet of the Indiana Hardwood Lumbermen's Association, held at the Grand Hotel, Indianapolis, January 16, and, as may be imagined, made the hit of the evening. The *HARDWOOD RECORD* is pleased to be the first to publish them:

'Twas down at Indianapolis, most hearty was the greeting  
When Lumbermen met Lumbermen, at the Indiana meeting.  
A jolly lot of fellows, from North, South, East and West,  
Representing almost everywhere, and from every-where the best.

Of course there's no reflection on those who stayed at home;  
They had the best of reasons or else they would have come.

A lot were oldtime Hoosiers, born and bred right there,  
Coming back most every chance they had the time to spare;  
Some had made a fortune, some had lost their pile,  
But on every face, rich or poor, was the same contented smile.

No matter how far you wander, or to where you emigrate,  
You always feel contented when back in your Native State.

Some came on from Boston town, some from farther East,  
And old New York was also there attending friendship's feast.

While the South was represented by a few good men you know,

You'd meet an old acquaintance most every place you'd go.

As we grow a little older our thoughts still more incline

To the friends of youth and struggles, to days of Auld Lang Syne

You can buy a brand new sawmill, with timber standing near,

And can make a pile of money by the end of every year—

And with this roll of greenbacks tucked down in your pants,

Buy anything but friendship, with the money to advance;

But friends, you cannot buy them, don't lose one on your way,

They'll be your greatest asset when comes the Judgment Day.

On that day so surely coming we'll each one look around,

Searching there most anxiously till a friendly face we've found.

Up there they call things by their names—spades are written spades,

And Common won't pass for Number One, no mixing there of grades.

If you've lived real good, or otherwise, it don't take much reflection

To know that friends can help you when comes the Final Inspection.

#### Exporters' Association—Special.

Besides going on record as being opposed to export shipments of lumber on consignment, the National Lumber Exporters' Association, in annual session here January 22 and 23, transacted a great deal of other business and before adjourning today reelected the following officers: John L. Alcock, Baltimore, president; George M. Spiegle, Philadelphia, and Harvey M. Dickson, Norfolk, vice presidents. D. T. Rees and Ludwig Haymann, New Orleans; Fred Arm, Chattanooga, and R. P. Baer, Baltimore, members board of directors. E. M. Terry was unanimously reappointed secretary. The meeting was well attended and enthusiastic.

In the resolution bearing on shipment on consignment it was suggested that members write their foreign brokers to the effect that they will withdraw their support from any broker handling consignments. President Alcock was authorized to appoint a local committee at each port to have charge of affairs there.

There was considerable discussion on the north Atlantic steamship lines' agreement, the New Orleans car service matter and other subjects. It was recommended that the local committee for New Orleans make an effort to secure an agreement with the Gulf lines on the same basis as the north Atlantic lines' agreement. It was also suggested that all members make contracts for tonnage through the association. These suggestions were endorsed by the meeting.

#### Phoenix Manufacturing Company Builds Large Addition.

The Phoenix Manufacturing Company is said to have been the first iron works and repair shop to locate in Eau Claire, Wis., and the history of its growth from a small shop in 1865 to the great institution it is today is exceedingly interesting. The plant now covers a large area of ground and includes twelve buildings—machine shops, warehouses, foundries and offices.

It has recently erected a new machine shop 360 feet long by 92 feet wide. Modern machines with the latest improvements and devices are being installed to expedite the work of the plant and increase its capacity. Among the contrivances is a large traveling crane running on a track 42 feet wide and over 200 feet long, having two lifts, one capable of elevating a load

of fifteen tons and the other five tons, with an emergency lift of twenty-five tons. The crane-man sits in a cage from which he directs operations, and the machinery of the crane is run by electricity and controlled to a nicety. It is so constructed that a load may be delivered to any portion of the ground floor where a chalk mark is made. Four motors control the various parts of the crane. In the new building are offices, a vault for storing drawings and plans, pattern rooms, draughting room with high-power electric light and apparatus for producing blue prints and photographs. Railroad track enters the building, thus facilitating sending out products from the shipping office located there.

The company has recently constructed a new boiler room, steel warehouse, foundry 140 feet long by 100 feet wide, and a building where lumbermen's supplies are made, besides an erecting room. One building is taken up in manufacturing logging sleighs, snow plows, car-stake pockets and machinery for building logging roads. Altogether the plant is as finely equipped as any of its kind in the country.

#### New Rate and Classification.

The Indiana railroad commission has made another ruling which favors the lumbermen as against the railroads by ordering a new rate on "thin cut lumber," not including true veneers. This will be a matter of great satisfaction to veneer men, inasmuch as they have long contended that it was ridiculous to place the same classification on expensive fancy veneers as upon lumber cut thin for use in the manufacture of boxes, crates, etc. By the new ruling thin-cut lumber is placed in the sixth class and rated accordingly, taking effect January 15 and continuing for two years. This rate will be applied to thin cut lumber valued at less than \$10 a thousand feet and when shipped in minimum carload lots of 34,000 pounds. A fourth class rate applies to smaller quantities. Where the value exceeds \$10 a thousand feet the stock shall be shipped on a fifth class rate, providing it is in minimum carload lots of 30,000 pounds. The old rates on thin lumber were third and fifth class.

#### A Useful Tree.

"The carnaubá palm of Brazil," said a lumber dealer recently, "is the world's most useful tree, a department store tree, you might call it, for it gives everything from medicine to cattle food."

"Its roots make a very valuable drug, a blood purifier that is prescribed a good deal in the spring. Its timber takes on a high polish and is in demand among cabinet makers for fine work. The sap becomes wine or vinegar, according to the way it is prepared, and starch and sugar are also obtained from this sap."

"The fruit of the tree is a cattle food; the nut is a good coffee substitute; the pith makes corks."

"Can you beat that—medicine, sugar, coffee, starch, wine, corks, cattle food, lumber and vinegar—all from this one tree, the carnaubá palm?"

#### Status of the Trade in England.

Advices from correspondents in London state that the year 1907 was a very trying one for the wood trade of England. It witnessed considerable reduction in values, which struck very hard upon foreign shippers as well as on dealers and importers in England and other countries holding large stocks imported the previous year, which had been added to without conservatism the last of the season and the first few weeks of 1907, just before the intimation of lessening prices came about.

A note or two of warning were struck the preceding fall, however, but foreign shippers and continental buyers paid no attention, and the level to which prices had advanced by January



1907 was based on underlying weakness. By the middle of February British importers had secured all the specifications they required as to the cost of the markets in large quantities, so that when it was discovered the building trade. The great factor in consumption had not kept pace with other booms, it became a struggle for the next five months to see who would lead out longest and at what rates lumber would be returned. Although the market was held up fairly well, by May some nervousness began to be manifested and weak sellers commenced to make a few concessions. Conditions grew worse during succeeding months until in August there came a crisis. Heavy reductions were made by first Swedish, Russian and Finnish exporters. The coast markets which would not buy at maintained prices were in need of supplies and commenced to do a big business on the new basis and it has continued up to the present time, with not much encouragement for improvement. Money was costly, and this troubled the building trade particularly. With lower prices and cheaper money in 1908 there should be a better demand from this trade, thus paying the way for a more solid basis on which to build the season's business.

### Consumption of Ties.

In 1906 the railroads paid \$70,000,000 and used timber equivalent to the product of 600,000 acres of forest land for ties, says Circular 124 just issued by the Forest Service.

In the construction of new track and for renewals the steam and street railroads used over a hundred million cross-ties. The average price paid was 48 cents per tie. Approximately three-fourths of the ties were hewed and one-fourth sawed.

Oak, the chief wood used for ties, furnishes nearly one-half of the whole number, while the southern pines contribute about one-sixth. Douglas fir and cedar, the next two, supply less than one-fifteenth apiece. Chestnut, cypress, western pine, tamarack, hemlock and redwood are all of importance, but no one of them furnishes more than a small proportion. Oak and southern pine stand highest in both total and average value; the average value of each is 51 cents. Chestnut ranks next, followed by cedar. Hemlock at 28 cents is the cheapest tie reported.

More than three-fourths of all ties are hewed, and with every wood from which ties are made, except Douglas fir and western pine, the number of hewed ties is greater than the number sawed. About ten times as many Douglas fir ties are sawed as are hewed. Of the oak ties a little over one-sixth and of the southern pine ties less than one-third are sawed. In contrast to the southern pines is the western pine, of which more than one-half the ties are sawed. In general, when lumber has a relatively low value the proportion of sawed ties increases, because the market for ties is always active, while that for lumber is frequently sluggish. All western species are affected by this condition, for stumpage is abundant and its value relatively low.

Ten per cent of the ties purchased were treated with preservatives either before they were purchased or at the treating plant of the railroad company. At least ten railroad companies are operating their own plants for the preservation of their construction material.

Of the many forms in which wood is used, ties are fourth in cost, sawed lumber being first, firewood second and shingles and laths third. It has been calculated that the amount of wood used each year in ties is equivalent to the product of 600,000 acres of forest, and that to maintain every tie in the track two trees must be growing.

With nearly 300,000 miles of railroad track-age and approximately 2,500 ties to the mile, there are over 800,000,000 ties constantly subject to wear and decay. The railroads report that in the form of ties cedar lasts eleven years, cypress ten years and redwood nine years. These

woods, however, lack the desired weight and hardness and, what is more important, they are not available in the region of the trunk lines of the Central and Eastern States. When it is considered, then, that the service of the longest-lived tie timbers in general use—chestnut, white oak, tamarack, spruce and Douglas fir—is but seven years, while with some, as the black oaks, it is but four years, whereas a treated tie with equipment to lessen wear will last fifteen years, it is apparent how much the railroads can save if preservative treatment of ties is universally adopted. The saving in the drain upon the forests is of even greater moment.

### Building Operations for 1906 and 1907.

Official reports from fifty-five leading cities of the United States received by The American Contractor, Chicago, and tabulated, showing the building transactions of 1907 as contrasted with those of the preceding year, show a falling off, but not to a greater extent than was anticipated, particularly when the currency stringency that developed some three months ago shortened the money supply for building purposes and caused the postponement of numerous enterprises that otherwise would have been credited to the account of 1907. Nearly one-fourth of the entire loss for the year occurred in the month of December, and it is manifest that but for the shortage of money, with its depressing effects, the entire loss for the year would not have been great.

As it is the showing is by no means bad, the transactions in the cities tabulated reaching the enormous total of \$580,492,196. As compared with the figures of 1906—\$667,032,499—this means a loss of \$86,540,303, or 13 per cent. This loss, while widely distributed throughout the country, is chiefly chargeable to a few large cities. Thus in round numbers the loss in New York is forty-three millions; twenty-two millions in San Francisco; eight millions in St. Louis, and five millions in Los Angeles, a total of seventy-eight millions for the four cities. Chicago makes a comparatively good showing, with a loss of less than six millions, which, added to the four mentioned, very nearly accounts for the total loss. The percentage of loss in other leading cities is: Baltimore, 25; Buffalo, 3; Chicago, 8; Denver, 10; Duluth, 10; Kansas City, 10; Louisville, 47; Nashville, 26; New Orleans, 15; Philadelphia, 10; Pittsburgh, 13; Toledo, 27; Washington, 21. The following figures show percentage of gain: Cleveland, 22; Detroit, 7; Hartford, 9; Indianapolis, 5; Milwaukee, 18; Minneapolis, 6; Memphis, 14; Omaha, 6; Rochester, 9; St. Paul, 2; Seattle, 14; Spokane, 56; Salt Lake City, 86; Toledo, 49; Tacoma, 228.

Taking into account the unsatisfactory financial conditions that have prevailed during recent months and the circumstance that 1906 broke all building records, the showing must be regarded as decidedly encouraging, since with lower prices for building material and the money stringency fast disappearing quite a decided revival may be anticipated for the opening months of 1908.

### Miscellaneous Notes.

The West Alexandria Lumber Company of West Alexandria, O., was damaged by fire on January 10 and threatened much of the village.

The plant of the Levert Lumber & Shingle Company at Plaquemine, La., which has been idle six weeks, started up on January 6, affording employment to 450 persons. This company reports a fair demand with sufficient business in sight to guarantee a steady run.

The plant of the W. D. Reeves Lumber Company of Helena, Ark., was destroyed by fire the morning of January 9, entailing a loss of about \$75,000.

The plant of the White Oak Manufacturing Company at Scarboro, W. Va., was entirely destroyed by fire January 14; loss about \$15,000, covered by insurance. Nothing was saved on the premises.

The Jefferson Woodmaking Company has been

incorporated at Louisville, Ky., with a capital stock of \$25,000. The company will make and sell wood novelties.

Hundreds of thousands of feet of logs are on skids in the district about Menominee, Wis., awaiting snow for hauling. The main logging roads are being iced and considerable progress is reported, but little can be done toward getting the logs out of the woods to the driveways.

The Gelger Furniture Company and the Tenzer Lumber Company of Defiance, O., have resumed operations after three weeks' idleness.

The stockholders of the Hood Lumber Company of Wheeling, W. Va., held their annual meeting last week and re-elected the same officers. A dividend of 20 per cent was declared, and reports showed that the company had closed the most successful business year in its history. The company was formerly located at Bridgeport.

The sawmill operated by the Elk Rapids Iron Company, which has been closed since last summer, started up recently on the season's cut.

The Ontonagon Stave & Veneer Company's plant at Ontonagon, Mich., has been leased on long-time lease by the Uniform Stave & Package Company of Minneapolis, and will be in operation by February 1. About \$5,000 will be spent in repairing and enlarging the plant. The Uniform company is capitalized at \$400,000.

The Cedars Manufacturing Company is to be established at Vicksburg, Miss., with a capital of \$100,000. It will make fancy woodwork of all kinds for shipment to the northern markets.

The New Albany Veneer Company is a new concern at New Albany, Ind., which is capitalized at \$100,000, and will give employment to 100 men when in full operation, which will not be until spring.

A new company has been organized at Knoxville, Tenn., known as the J. G. Lowe Lumber Company. The officers are J. J. Graham, president; Alex. Kennedy, vice president; J. G. Lowe, secretary. The company has its offices at Depot avenue and Luttrell street.

The Fookes-Acree Lumber Company of Paducah, Ky., has increased its capital stock from \$10,000 to \$20,000 and has changed its name to the Fooks Lumber Company.

The Augusta Box & Crate Manufacturing Company of Augusta, Ga., will soon install \$25,000 worth of machinery for a new building.

Sawmills in central West Virginia whose operators belong to the West Virginia Sawmill Association will resume cutting this week, with curtailed output, however, according to a decision arrived at recently by that organization.

The Harwood-Yancey-Young Company has been incorporated at Pulaski, Tenn., with a capital stock of \$30,000.

The Home Lumber Company will build a planing mill at Mansfield, O., for the manufacture of pine, oak, ash and walnut.

The Tug River Lumber Company has resumed operations in its various logging camps, saw and band mills, which were closed down December 1. Several hundred men are employed by this large concern.

The Wartrace Spoke & Lumber Manufacturing Company has broken ground for the erection of a plant at Wartrace, Tenn.

It is understood that the application of Dennis Brothers of Grand Rapids, Mich., for a receiver is more for the purpose of straightening out certain complications in its affairs than because of business embarrassment. The Michigan Trust Company is receiver. The affair will not affect the Dennis Brothers Salt & Lumber Company at Dighton.

The Lagoon Lumber Company of Portville, N. Y., was lately incorporated with a capital stock of \$1,000,000. William E. Wheeler, W. A. Dusenbury and J. E. Dusenbury of Portville are among the directors.

Paul T. Chertson, agent for hard-wood at 111 Reade street, New York, who recently was declared insolvent, shows liabilities of nearly \$5,000 and assets of \$133.



N. D. Allen, for thirty-two years connected with the C. L. Colman Lumber Company of La Crosse, Wis., has resigned and will take a much needed rest.

J. M. West has been appointed receiver for the Trinity County Lumber Company of Houston, Tex., a concern with a capital stock of \$600,000.

An interesting meeting of the Ohio State Forestry Society was held in Townsend Hall, Columbus, O., Jan. 15.

Col. Ben Holt has installed a fine sawmill on his estate eighteen miles east of Seguin, Guadalupe county, Tex. Much of the timber brought to it is burr oak, hickory, ash, elm and other hardwoods.

The Salmon Brick & Lumber Company, Ltd., of Shidell, La., has commenced to run eleven instead of ten hours a day.

Joseph Whiteley and George Wiles have opened up a factory for the manufacture of hickory handles at Rich Hill, Mo. They have good facilities in the way of timber supply.

Two hundred employees of the Richmond Cedar

Works of Richmond, Va., went on a strike Jan. 10, following a recent reduction in wages with corresponding increase in tasks. The recent cut affects some men as much as 85 cents a day.

The Mitchell Lumber Company has been incorporated at Shawnee, Okla., with a capital of \$25,000.

The Bouton-Perkins Lumber Company of Vancouver has increased its capital stock from \$20,000 to \$35,000.

The W. K. Hall Lumber Company is making a number of improvements in its Louisville plant.

The Michigan Agricultural College will conduct a summer school fourteen miles north of Au Sable on land which is part of the original grant made by the government to the agricultural college. The course will commence July 6.

The I. F. Force Handle Company of New Albany, Ind., does a large export business, sending its handles to Alaska, South Africa, Australia, India and elsewhere. Its display at the James town Exposition last year was awarded first premium.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The Federal Lumber Company of New York city announces that owing to the increased volume of its business throughout the New England states, and desiring to be more centrally located, it has removed its general offices to Broad Exchange, 88 Broad street, Boston, Mass., where all correspondence should be addressed.

Ira B. Bennett of the Hume-Bennett Lumber Company, Sanger, Cal., has been spending the past two weeks in this city and in visiting Michigan points.

The Mossman Lumber Company, of Jasper, Ind., has removed its general offices to Evansville, where it will continue to manufacture and wholesale all kinds of lumber.

Burdie Anderson of Munising, Mich., president of the National Veneer and Panel Manufacturers' Association, was a caller at the RECORD office January 22. Mr. Anderson was en route to Cincinnati in the interests of his association.

The trustees of the National Wholesale Lumber Dealers' Association held a meeting at that organization's Broadway office, New York city, January 9, and decided to hold the next annual meeting at Washington, March 4 and 5. Application has been made for the usual reductions in railroad rates on the certificate plan. Details regarding program, banquet, speakers, etc., will be announced later by Secretary Perry.

D. S. Hutchinson, sales manager of the Arthur Hardwood Flooring Company of Memphis, was in Chicago several days this week. Mr. Hutchinson attended the various association meetings at Indianapolis, January 14-15-16.

E. P. Arpin of the Arpin Hardwood Lumber Company, Grand Rapids, Wis., was in Chicago January 21 and 22, attending a hearing given shippers by a railroad commission, relative to traffic matters.

The HARDWOOD RECORD acknowledges receipt of handsome calendars from Hamilton Brothers of Pittsburg, Henry S. Holden Veneer Company of Grand Rapids, Barker & Co. of Boston; also a leather note-book from the Cherry River Boom and Lumber Company of Scranton, Pa.

U. S. Upperson, manager of the Lumbermen's Underwriting Alliance of Kansas City, paid the RECORD a call January 9.

C. P. Crosby of Rhineland, Wis., accompanied by Mrs. Crosby, made a visit to Chicago this week en route to the Pacific coast, where they will spend the remainder of the winter in rest and recreation.

John N. Pritchard, secretary of the Indiana Hardwood Lumbermen's Association, and of the

Long Knight Lumber Company of Indianapolis, was in Chicago last week on business connected with his company.

Theodore Fathauer, the well known Chicago hardwood man, was a visitor and entertaining speaker at the recent meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis.

Abner Fellabaum, a prominent handle manufacturer of Frankfort, Ind., was a caller at the RECORD office January 20.

J. A. Braum, formerly with W. O. King & Co. of this city, is now acting as representative of the Thomas & Proetz Lumber Company in Chicago and vicinity—one of the prominent hardwood concerns of St. Louis. Mr. Braum maintains his headquarters at 173 Oakwood boulevard, telephone Douglas 4738. Mr. Braum is one of the best known and highest esteemed salesmen in the Chicago market, and his alliance with the big hardwood manufacturing house of St. Louis is certainly a good one.

The reports of the proceedings of the Handle Manufacturers' Association of America and of the Indiana Hardwood Lumbermen's Association, both of which met a few days ago at Indianapolis, are given in another part of this issue of the RECORD, and are the only detailed stenographic proceedings published.

J. C. Clair, industrial commissioner of the Illinois Central railroad, at a meeting of the industrial representatives of upwards of fifty railroads of the United States, held at St. Louis this week—was elected president of that new and important organization.

For several years past the HARDWOOD RECORD has had in Ashland a lady as correspondent. For the second time in two years these correspondents have listened to blandishments of the sterner sex and married. The last to go over this well-known road is Miss Lucy Medlicott Jones, who was married on January 16 to Dr. George William Moore, of Ashland. If Miss Moore makes as good a wife as she has a newspaper correspondent, Dr. Moore has secured a treasure. The congratulations of the RECORD are extended.

Sam E. Barr, the ubiquitous and impressive hardwood wholesaler of the Flatiron Building, New York City, is in Chicago this week looking 'em over. Mrs. Barr is with him.

M. G. LaPierre of the LaPierre-Sawyer Handle Company, Jackson, Mo., was a welcome caller at the RECORD office January 24. Mr. LaPierre is enthusiastic over the new handle association and a firm believer in the benefits to be derived from it.

Among the most attractive little advertising pamphlets which have come to hand of late are those recently issued by the Himmelberger-Harrison Lumber Company of Morehouse, Mo., exploiting red gum, and by Mitchell Brothers Company of Cadillac, Mich. The former is entitled "Hear Us"—the latter "Michigan Trees and Mitchell's Products"—is the work of M. E. Thomas, the enterprising sales manager of the Cadillac concern. Both have interesting text and handsome illustrations, with a wealth of information regarding their respective subjects.

G. G. Roberts, sales manager for D. G. Courtney of Charleston, W. Va., was in Chicago on business January 10. Mr. Roberts called upon the editor about noon time and successfully maneuvered to secure an expensive lunch.

The Emporium Lumber Company, manufacturers of hardwood and white pine lumber, with general offices at Keating Summit, Pa., announce that C. O. Shepherd after creditably filling the position of manager of their New York sales office for the past five years, has withdrawn from their employ. Until his successor is appointed, W. J. Armstrong of the Galeton mill office, will have charge of New York business.

W. W. Dings of the Garetson-Greaser Lumber Company, St. Louis, was a Chicago visitor January 8 and 9.

### Boston.

The Metropolitan Lumber Exchange Association held its annual meeting at the Exchange Club, Boston, January 15. The following officers were elected: Fred Sterritt, president; Gardiner I. Jones, Fred Joyce and C. W. Leatherbee, vice presidents. These gentlemen represent the three divisions, hardwoods, spruce and hard pine, in the order named. The treasurer and secretary is William E. Litchfield. The board of directors is comprised of wholesalers and retailers. Wholesalers, L. N. Godfrey, Edward J. Hammond, J. C. Kennedy, Charles C. Batchelder, A. W. Hayford; retailers, E. W. Cottle, Howard C. Morse, Edward S. Tenney, William J. Barry, Edward Sawyer and George E. Kimball. About twenty-two firms were represented at the meeting.

Charles Gardner of Potter & Gardner, Providence, R. I., was in Boston recently.

Herbert Wingfield of Virginia has been a visitor in the Boston hardwood district.

E. N. Eames of the Boston Lumber Company is in the South on a business trip.

Fred Badger, with the Shepard & Morse Lumber Company, is the proud father of a baby girl.

Thomas Kerr, representing the Atlantic Coast Lumber Company, Norfolk, Va., visited Boston last week.

William J. Barry, president of the Buttrick Lumber Company, Waltham, recently spoke before the meeting of the Carpenters' and Joiners' Union in that city.

Thayer & Collins of Keene, N. H., have opened a Boston office. H. C. Abbott, a salesman for this firm, is in charge.

The Woodstock Lumber Company has recently been incorporated with a capital stock of \$200,000. This company has purchased the standing and cut timber of the Publishers' Paper Company at North Woodstock, N. H., and has also leased the latter company's large saw mill. It is stated the mill cost \$125,000 to build and equip.

C. P. Chase & Co., lumber dealers, Springfield, Mass., have removed to their new yard in that city. The company is now located alongside of the tracks of the Boston & Maine railroad.

The Berkshire Lumber Company, Pittsfield, Mass., has leased its new planing mill to Dillon & Umbs.

Ivers P. Lawrence of Fitchburg, Mass., has withdrawn as a partner in the firm of E. A.



Hackwell & Co., Worcester, Mass. The business will be continued by Mr. Hackwell.

The firm of Farnes, Stockford & Co., Boston, has been dissolved. Mr. Stockford will continue the business.

### New York.

There is much interest locally in the approaching hardwood inspection conference to be held at the Hotel Astor, this city, January 29, between delegations from the National Hardwood Lumber Association, the New York Lumber Trade Association and various other organizations interested in the several eastern cities and sections. At the regular meeting of the New York Lumber Trade Association, held on January 8, its committee on inspection was given full power to enter into the conference. The following is a roster of the delegates to date: National Hardwood Lumber Association, represented by O. O. Agler, Earl Palmer, Gardner I. Jones, Theodore Fathauer, F. H. Diggins and F. F. Fish; New York Lumber Trade Association, by P. Moore, Waldron Williams, William F. Clarke, Charles B. Grant, R. W. Higbie, Charles F. Fischer, Walter Adams, Henry Cape and James S. Davis; Eastern Retail Lumber Dealers' Association, by President R. S. White; Lumber Dealers' Association of Connecticut, by William H. Judd and E. H. Barnum; Building Material Men's Association of Westchester County, by A. F. Hitchcock, W. N. Slater and Kelsey Smith; Buffalo Hardwood Exchange, by I. N. Stewart, Orson E. Yeager and John N. Scatterd; Lumber Trade Club of Boston, by Messrs. John N. Woods and Horace C. Morse; Lumbermen's Exchange of Philadelphia, by Messrs. W. H. Lear, Benjamin Stoker, B. C. Currie, Jr., Hugh McIlvain, C. E. Lloyd, Jr., and J. P. Dunwoody.

The regular quarterly meeting of the New York Lumber Trade Association and the Board of Trustees was held January 8. Routine matters were transacted and two new members elected—Lafond & Thomas, the new wholesale house at 12 Broadway, to resident membership, and Flint, Erving & Stoner of Pittsburg to non-resident membership. Resolutions of regret were passed concerning the death of J. H. Eckstein, of Cooney, Eckstein & Co. Following the meeting it was announced that the annual banquet of the association had been postponed from January 29 to February 26 and will be held on the latter date at the Waldorf-Astoria. A large number of subscriptions are already in and a big turnout is expected.

The trustees of the National Wholesale Lumber Dealers' Association held a meeting at the headquarters on January 9, at which time it was decided to hold the next annual meeting at Washington, D. C., on March 4 and 5. The Executive Committee and Ex-President Lewis Dill of Baltimore were made a special committee on arrangements.

S. E. Barr, hardwood wholesaler of the Flatiron Building and vice-president of the National Hardwood Lumber Association, spent three or four days this week in Chicago on association affairs.

Much regret is expressed in the local trade concerning the receivership proceedings in the matter of R. M. Smith & Co., prominent hardwood manufacturers of Parkersburg, W. Va., the principals in which are well known in the local hardwood trade. Current advices seem to look favorable to the trouble being but temporary.

Among the distinguished visitors during the fortnight were W. M. Ritter, head of the W. M. Ritter Lumber Company, Columbus, and his assistant sales manager, F. A. Wilson. Both gentlemen were visiting among the local trade. Ten of the Ritter Lumber Company's hardwood mills are temporarily closed down in line with the general curtailment of production.

G. G. Barr of Beecher & Barr and the Tennessee Lumber & Manufacturing Company, of Pottsville, Pa., is spending a week or so in the city in the interest of business.

The Manglalette Trim & Woodworking Company has just started in business on Walworth street, Brooklyn, with a capital of \$6,000. The incorporators are D. Manglalette, Adolph Konecni and Leopold Bourgard.

An involuntary petition in bankruptcy has been filed against Wm. Isaac's Sons, sash, door and blind manufacturers, 2540 Atlantic avenue, Brooklyn, as follows:

The business of T. G. Patterson, large box and trim manufacturer of Fifty-fourth street and Eleventh avenue, has been incorporated with a capital of \$50,000. The incorporators are T. G. Patterson, C. H. McElroy and H. Loh, who will continue the business along the lines as formerly conducted.

The annual meeting of the Lumber Underwriters, the well-known fire insuring organization, 66 Broadway, New York, was held January 9 with every underwriter present. Reports covering the business during 1907 showed a substantial increase in resources as well as insurance in force and revealed the fact that this organization in its work for reduced insurance rates in the lumber trade is not only ably demonstrating the practicability of such, but is being liberally supported as well by the trade at large.

John N. Scatterd of Scatterd & Son, Buffalo, was a prominent hardwood visitor during the fortnight.

The new Lumbermen's Noonday Lunch Club, headquarters breakfast room, Fifth Avenue hotel, opened January 6, since which time it has been well and liberally patronized by both the local trade and visiting lumbermen. Every lumberman who is in the vicinity of the hotel during the lunch hour is cordially invited to dine there.

C. W. Manning, hardwood wholesaler of 66 Broad streets, is on a business trip through New York and West Virginia.

Schedules in bankruptcy of John Vogel, manufacturer of store and bar fixtures, 626 West Thirtieth street, Manhattan, show liabilities \$28,792 and nominal assets \$18,029.

George P. Rogers of the R. J. Rogers Lumber Company, Geneva, N. Y., was in town for a few days preparatory to sailing for a brief pleasure trip to Cuba.

The Emporium Lumber Company, extensive hardwood manufacturers, Keating Summit, Pa., announce an important change in their New York office, 1 Madison avenue, brought about by the resignation of C. O. Shepherd, who has so ably represented them in the past five years. Until his successor is appointed J. W. Armstrong of the Galeton office will be in charge locally.

L. L. Barth of the Edward Hines Lumber Company, Chicago, was in town in the interest of National Wholesale Lumber Association affairs during the fortnight, after which he sailed for Cuba, accompanied by Mrs. Barth, for a brief pleasure trip.

Following this announcement C. O. Shepherd advises his entry into the wholesale hardwood trade on his own account, in connection with which he is perfecting plans, announcement of which will be made in due course. Mr. Shepherd has been associated in the local hardwood trade for many years and is one of the popular as well as able hardwood representatives in the Metropolitan district, and his further advice in this connection will be awaited with interest.

Charles G. Horton, who has been operating in the Metropolitan market for many years under various firm styles, was arrested on January 8 and locked up in Ludlow street jail in default of \$2,000 bail in an action brought against him by the Lamplac-Buck Lumber Company to recover \$2,637 which the company alleges was obtained by false representations. According to the complaint, Horton represented that he was connected with the Consumers' Lumber Company, 113 West Twenty-third street, Manhattan, which acted as middlemen between producers of lumber and consumers. He has operated during the past few years as J. W. Martin & Co., the Manhattan Lumber Company, the Consolidated Lumber & Storage Company and otherwise.

President W. L. Sykes and Superintendent William Cudlish of the Emporium Lumber Company, Keating Summit, Pa., spent several days in town in the interest of business.

President E. M. Wiley of the Wiley, Harker & Camp Company, Flatiron Building, is seriously ill at his home in Manhattan with typhoid fever. He is progressing as well as could be expected.

The Federal Lumber Company, wholesaler, announces the removal of its head offices from 1 Madison avenue, Manhattan, to the Broad Exchange Building, Boston, Mass.

John D. Hicks, founder of the firm of J. D. Hicks & Co., Roslyn, N. Y., and a prominent citizen of that place, died recently at his residence there.

R. H. Downman, the prominent cypress manufacturer of New Orleans, was in town this week for a brief business visit. H. J. Amos of Nellis, Amos & Swift, hardwood manufacturers of Utica, N. Y., was also here.

E. A. Smith, formerly of E. A. Smith & Co., Providence, R. I., has associated himself as salesman with the hardwood department of the Stevens-Eaton Company, 1 Madison avenue, and will represent it in the Pennsylvania and South Jersey trade.

George C. Lavery of Collins, Lavery & Co., 39 Cortlandt street, Manhattan, and yards at Jersey City, sailed for a pleasure trip to the Bermuda Islands on January 25, accompanied by Mrs. Lavery and son.

The Lumber Mills Company has been incorporated in this city with a capital of \$30,000 by L. J. Mullen, 14 Schaeffer street; F. J. Daniels, 95 Lewis avenue, Brooklyn, and D. H. Sanford, 53 East 86 street, Manhattan.

S. F. Minter, prominent hardwood wholesaler of 1 Broadway, this city, has organized the Minter Lumber Company with a capital of \$5,000. The directors are J. N. Minter, H. A. Reddick of New York and P. W. Flood of Lexington, Ky. The company will market the output of a mill at Portsmouth, Va., in which Mr. Minter is interested.

The Standard Mill & Lumber Company has been incorporated in Brooklyn with a capital of \$5,000 by William Mulligan, E. B. Nolan and P. E. Nolan to conduct a general lumber and millwork business.

D. P. Gardner, the oldest Odd Fellow in the state and for the past sixty-one years a successful sash, door and blind manufacturer of Brooklyn, died at his home, 560 Washington avenue, that city, January 17. He was born in Brooklyn, April 10, 1815.

### Philadelphia.

The committee appointed at a recent meeting of the Lumbermen's Exchange to represent that body at the hardwood inspection conference, to be held in New York on January 29, has sent out a list of questions for information, requesting answers as to the opinion of the hardwood men of this city on specific woods so that the committee can handle the matter intelligently. The local hardwood men have gone into this matter to learn what grievance their neighbor has to put forth. The committee, composed of some of the most intelligent and well-posted hardwood men of this city, will enter the conference independently and will see that the interests of the local men are well taken care of.

The sixteenth annual meeting of the Pennsylvania Lumbermen's Association, Inc., of Scranton, Pa., will be held at the Lumbermen's Exchange, this city, on January 29.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company will hold its annual meeting on January 28, to which the members of the Pennsylvania Lumbermen's Association have been invited, whether policyholders or not.

The Philadelphia Wholesale Lumber Dealers' Association held its annual meeting and banquet at the Union League on January 9. A sparkling jollity and general good feeling characterized the assembly. The only guests on this occasion were J. M. Hastings of Pittsburg and E. F. Perry of



New York, president and secretary respectively of the National Wholesale Lumber Dealers' Association. Both made appropriate addresses. After the banquet the annual meeting was held, at which were discussed only the questions of trade relations and transportation. The following officers were then elected for 1908: R. Franklin Betts, president; P. S. Underhill, vice president, and Horace A. Reeves, Jr., secretary and treasurer. Owen M. Bruner, Horace G. Hazard and Franklin A. Smith, Jr., were elected directors for three years.

Soble Bros. are complacent over the present outlook. They report some good sales recently and inquiries coming in better shape. H. I. Soble recently returned from a visit to the mills in Honaker, Va. J. J. Soble is making a business trip through the state, and Charles Soble is touring the New York district.

The W. M. Ritter Lumber Company is satisfied with the present situation. It reports things looking up and regards the outlook for future trading promising.

John W. Coles states that trade is living up a little; inquiries are coming in, and that he has recently made some very satisfactory sales. His hardwood department is showing considerable progress.

The Paul W. Flock Lumber Company reports the mill actively at work getting up stock, trading more active, and that they have no doubt that spring will see things in good shape.

The Cherry River Boom & Lumber Company reports its mills running right along. F. A. Kirby, salesmanager, states that, though business generally is a little slow, there is every indication that the near future will see a decided improvement in trading.

The Codling-McEwen Lumber Company reports business holding fairly good; its mill has recently filled some good sized foreign orders at excellent prices.

Wistar, Underhill & Co. report quite an improvement in trading and the outlook encouraging. J. W. Anderson of this house is on a business trip in Florida. E. K. Guilford, R. T. Wistar and Edw. J. Behrens are visiting the firm's mills in Tennessee, North Carolina and Alabama.

Horace G. Hazard & Co. are more cheerful over the outlook. They report that, though business is still quiet, inquiries have been on the increase during the last few days.

Samuel H. Shearer & Son assert that they have sold a good deal more lumber recently than for some time and are much pleased over the prospects for the coming season.

On January 15 John H. Chapman was appointed receiver for R. M. Smith & Co. of Parkersburg, W. Va. The firm's assets are given at \$500,000 and liabilities \$350,000. The company is declared solvent, but was unable to get ready money to carry on its affairs.

B. E. Burns, salesmanager for the Tug River Lumber Company, Bristol, Tenn., has been ill with appendicitis. Mr. Burns is a former resident of Swarthmore, Pa.

Jacob L. Rumbarger and wife of Sharon Hill, Pa., will celebrate their golden wedding on February 18.

George E. Breon of Williamsport, Pa., recently spent a few days in Philadelphia on his way to Ulmers, S. C., where he is interested in a saw-mill plant. He was accompanied by Mrs. Breon.

Frank Highly of the Glade Lumber Company, W. Va., and N. M. Offitt of the Tug River Lumber Company, Bristol, Tenn., were recent visitors among the local trade.

A. A. Bell of Halfpenny & Hamilton, this city, has gone to Durban, W. Va., where he will remain probably six months to thoroughly acquaint himself with the workings in the mill districts.

It was recently announced that a petition in bankruptcy was filed as a result of the failure of the potato crop by Charles E. Robinson of the firm of C. E. & F. C. Robinson, lumber dealers and starch manufacturers at Blaine and Portage Lake, Me., in the United States District

Court at Portland, Me. Liabilities \$150,959, of which \$121,941 is unsecured.

The Phoenix Chair Company, Union City, Pa., obtained a charter under Pennsylvania laws on January 7, capitalized at \$25,000.

It is announced that the exhaustion of the timber supply in the Laurel Hill and Chestnut Ridge sections of Westmoreland county is about to deprive Ligonier of the important industry carried on for years by the Byers-Allen Lumber Company. Thousands of acres of fine timber have been cut and the logs sawn into lumber and marketed during the past few years, and it is stated that now the resources have been exhausted, the company is preparing to remove its plants and men to virgin tracts. Large mills operated by the company, occupy acres of land at the eastern end of Ligonier.

### Baltimore.

At a meeting of the managing committee of the Lumber Exchange last Monday afternoon Richard W. Price of Price & Heald, John L. Alcock of John L. Alcock & Co. and J. J. Kidd of the Kidd & Buckingham Lumber Company were appointed representatives of the exchange at a conference to be held in the Hotel Astor, New York, January 29, to take action on the new inspection rules of the National Hardwood Lumber Association.

Charles McHenry Howard, an attorney, and John J. Kidd of the Kidd & Buckingham Lumber Company were appointed receivers on January 16 in the circuit court at Towson, Baltimore county, for the Baltimore Veneer Panel Company. The appointments were made by Judge Frank I. Duncan on the petition of John B. Kurtz, a creditor and stockholder, who alleged that while the assets greatly exceeded the liabilities, the company was unable to obtain money from the banks to meet pressing obligations. The company in its answer admitted the allegations and consented to the proceeding. The assets are estimated at \$100,000 and the liabilities at \$45,000. The company, which was incorporated in 1905, owns a large plant at Highlandtown, an eastern suburb, and is said to have been doing a big business. The receivers were bonded in the sum of \$100,000, which is also the amount of the company's capital stock, the directors being J. F. Steiner, Frederick W. Kakel, William A. Krieger, John Huber, John W. H. Geiger, John B. Kurtz, M. Roland Bramble, Edward A. Geiger and Louis E. Frederick. Mr. Steiner is president of the company and also connected with the Steiner Mantel Works. The latter concern, however, is not in any way involved in the embarrassments of the Baltimore company. He expressed the belief that all the creditors would be paid in full, though whether the business is to be continued or not is still to be settled. The company was engaged in the manufacture of veneer work and of panels for doors and fancy furniture.

A new corporation, which has its postoffice address at the general delivery here for the present, is the Blue Ridge Lumber Company, which was organized two weeks ago with a capital stock of \$100,000 and holds an option on 2,045 acres of timber land near Richmond, Va. The intention is to erect a mill of a capacity of about 50,000 feet of lumber per day, and active operations are to be commenced as soon as possible. The officers of the company are: President, William H. Lyter of Liverpool, Pa.; vice president, H. M. Bear of Millersburg, Pa.; secretary, C. N. Snively, and treasurer, F. L. Landon. The latter two are also of Millersburg.

John H. Heald of the Baltimore hardwood firm of Price & Heald has a bad attack of rheumatic gout, which has kept him at home off and on since Christmas and continues to trouble him, though he has been at his office this week. It is the first serious recurrence of the malady for two years and he is suffering much pain.

Though it had been expected that Baltimore would have a much larger representation at the annual meeting of the National Lumber Exporters' Association in New Orleans this week, be-

ginning today, the party finally narrowed down to President John L. Alcock and Secretary E. M. Terry. These two left last Sunday evening, being accompanied by Mr. Dickson of the Dickson Lumber Company of Norfolk. They went by the most direct route via Atlanta, Ga., and expected to be joined by other members of the association on the way. President Alcock and Secretary Terry carried with them the yearly reports. That of the former will show that the foreign movement of lumber last year was surprisingly large, exceeding in value that of the year before, though during a part of the twelve months the conditions were unfavorable. According to the secretary's report the association now has a membership of fifty-six, among them some of the biggest shippers in the country. The latest addition to the roll is the John L. Roper Lumber Company of Norfolk.

### Pittsburg.

President Vermilyea of Vermilyea & Matson of Berkeley Springs, W. Va., called on the Pittsburg trade the other day.

J. B. Flint of the Flint, Erving & Stoner Lumber Company, is spending a few days in New Orleans. The company is getting considerable inquiry for good hardwood and looks for a noticeable improvement soon.

I. F. Balsley, hardwood manager for the Willson Brothers Lumber Company, is in New York sizing up the situation and incidentally hitting up the dealers of the metropolis for a few good orders.

J. J. Linehan of the Linehan Lumber Company, is spending the week among the Ohio trade. The hardwood operations and trade of this concern are progressing well.

R. E. Chapin of the Cheat River Lumber Company is down in the Buckeye state again getting after orders and drumming up a few collections. Between these jobs he sees little choice so far as work goes, for it is tough pulling either way and the man who sticks hard is the winner.

Milton J. Henderson, who has been for three years in the employ of the Flint, Erving & Stoner Lumber Company as a buyer, has taken a position with the West Virginia Lumber Company, which has some large hemlock and hardwood operations in northern Pennsylvania. Mr. Henderson is well known to the Pittsburg trade and is pretty sure to "make good" in his present situation.

The J. C. Moorhead Lumber Company is maintaining its place in the rush for business without cutting prices on standard hardwood stock. An order for 45,000 feet of oak plank came into its camp the other day and was tied up. It has bid on quite a large quantity of pine flooring also and reports a good call for hardwood from the manufacturers. G. H. Trump, the new salesman of the company, was called to his home in Virginia recently by the death of his father.

Bemis & Vosburgh, with offices in the Farmers' Bank building, have started a hardwood department and have secured as manager Philip Clarke, who has been for several years in the hardwood department of the American Lumber and Manufacturing Company. Oak bill stuff has been asked for frequently of late in its inquiries and it is also getting some good requisitions for yellow pine boxing.

J. L. Kendall of the Kendall Lumber Company is at Atlantic City this week. On the road for this firm this week are Secretary J. H. Henderson, who is touching up the eastern trade, and W. A. Smith, who is at the West Virginia end of the line working Wheeling, Fairmont and Parkersburg.

The W. E. McMillan Lumber Company has shut down its mill at Leedsville, W. Va., for repairs. It is establishing a new connection at Livingstone, Tenn., where it expects to make a strong hardwood center for its trade.

Three carloads of fine walnut logs were shipped last week on the O. R. & W. railroad



from Europe. Once before in Liverpool, England, the prices of the logs were not over one cent a foot, and a few years ago would have been considered worthless. Several of them were cut from them six feet long. The farmers are now cutting out their old water trees are the most valuable timber by far that they have and are carefully saving and peeling something that can be called a log, for which hitherto exorbitant prices are freely paid by buyers for the foreign trade.

The Germain Company reports some inquiry for timber, but says that actual orders are coming slow. It is following up every possible line of tips on the lumber business and finds its efforts are well rewarded.

W. M. Gillespie Lumber Company reports more inquiry in the last ten days than since the hard times began. This is chiefly for bridge timbers, one requisition being for several million feet. The big railroad companies are not getting into the market to any extent yet and it is the mills and manufacturers that are putting in a large proportion of the inquiries.

F. M. Bortinger of the Nicola Lumber Company is at Cambridge Springs, Pa., recuperating from an attack of the grip. This concern is looking for the trade in building lumber to be the best feature of the local market this winter and next spring and is well prepared to meet such conditions.

The Newell Brothers Lumber Company believes that it "will be a hard fight to get business this year," is going after it with a determination that is winning out. Hardwood dimension stuff is away ahead in its inquiries. The company finds the yard trade extremely slow but says that collections are much improved.

J. C. Forgie says that within the last two weeks there has been quite a call for hardwood bill stuff from Philadelphia firms. Much of this is apparently wanted for shipbuilding purposes. The Forgie operations in Washington county, Pa., are shut down for a short vacation but the firm has a fine lot of white oak and other hardwood lumber on hand.

The C. P. Caughey Lumber Company, through its manager, S. A. Seaman, is quoting on several lots of hardwood lumber that if landed will make them feel prosperous for many weeks. This consists mostly of oak and bridge ties, one of the calls being for 42,000 feet of bridge ties 8x8 and from eight to seventeen feet long. Mr. Seaman says that the steel mills which have been down for a few weeks for repairs are taking advantage of the chance to get in some bills of timbers and hardwood which have been ordered for months. The Caughey Company will start another hardwood mill in Washington county, Pennsylvania, in two weeks and a third mill about March 1.

Pittsburg wholesalers are watching with great eagerness the bill now pending in Congress providing money for the improvement of the Ohio, Monongahela and Allegheny rivers. If it goes through it means that there will be an opening to sell the government enormous amounts of hardwood and pine lumber for river construction work. Even if this bill is not passed at this session there is certain to be a considerable amount of work done on the three rivers, especially on the Monongahela, where the government has found it necessary to rebuild several of the locks and dams.

#### Buffalo.

O. E. Yeager reports the hardwood trade improving slowly but steadily, with a good showing of inquiries every day to encourage the dealers in believing that the worst is over and every step taken now is upward.

Both members of the firm of I. N. Stewart & Bro. have been victims of grip of late, but business goes on, and President Stewart was in his place at the Hardwood Exchange meeting on the 18th.

The business of T. Sullivan & Co. has to do

with black ash, that is one of the easy sellers in this slow season. Of course other hardwoods and Pine, coast sawmills are doing at the same time.

A. Miller is getting in a few ears of thick popular as he finds it one of the best sellers on the list. In this way it will be easy to keep watch of the whole trade and be in line for anything else that may be wanted.

The Buffalo Hardwood Lumber Company is showing faith in the trade by sending a salesman on the road again, and it is found that he can do business, which is proof that trade is improving at a fair rate of speed.

Angus McLean is at the Bonaventure saw mills of the McLean interests on the Bay of Chaleurs in Canada, his business being largely that of mill watcher. It is felt that the trade will soon be active again, though the change will not be rapid.

G. Elias & Co. are very busy in their mill department, though the midwinter season has now reduced the city building to some extent. The idea is that the worst is over, but the return of demand will be somewhat slow.

F. W. Vetter spent much time lately with his son in the Adirondacks, who is there for special treatment. The yard operations are in good hands in the meantime, with sales fairly satisfactory for the season.

The Standard Hardwood Lumber Company is getting lumber from the South again, believing that there will be sale for it soon, as the demand is steadily increasing. The Buffalo table factory is at work on a good lot of orders.

Scotchard & Son are increasing their stocks, especially oak, at Memphis, and finding sale for it in the general market, as a rule depending on supplies nearer at home for the supply of the Buffalo yard.

The oak mills of Beyer, Knox & Co. are not idle on account of the slow business, as it is a certainty that the demand will be in full swing again before long and then the lumber in sight will go fast.

#### Bay City and Saginaw.

The Bliss & Van Aken mill at Saginaw has been operated right through the year. The two plants of the Kneeland-Bigelow Company, and the Kneeland, Buell & Bigelow Company at Bay City are being operated, one day and the other day and night. The continuance of operations will depend upon business offering. The plants have been cutting on contracts not yet quite filled, and what follows when these are completed will be determined by the course of events.

The new Richardson Lumber Company's mill at Bay City, recently finished, has not started sawing yet, but is likely to in the near future.

It is said there is less activity in flooring than was expected but this branch of the industry is expected to pick up shortly.

The two Kneeland-Bigelow and Buell plants manufactured 24,000,000 feet of hardwood lumber last year, and the shipments aggregated an entire season's output. The concerns have about 15,000,000 feet in hand now but a portion of it is sold.

The Salling-Hanson Company at Grayling manufactured practically 10,000,000 feet of hardwood last year. This firm operate through the year.

At AuSable the H. M. Loud's Sons Company is running one mill during the winter.

The Johannesburg Manufacturing Company cut 7,000,000 feet of fine hardwood lumber last year and will cut about the same quantity the current year.

In the lumbering districts in the northern portion of the lower peninsula loggers are in the dumps owing to the mild weather and absence of snow. In many camps operations are practically at a standstill.

A good many million feet of hardwood culls will be converted into box shooks this season.

being extensively utilized in this industry. The department of the lumber trade at present and box men say it is picking up and many orders are being booked.

#### Columbus.

The Ohio Forestry Association, which held its annual meeting in the Board of Trade Auditorium, Columbus, last week adopted resolutions looking for steps to be taken to protect the forests of the state. It was urged that the shortage of hardwoods such as oaks, ash, hickory, chestnut, etc., would soon amount to an absolute famine unless measures were taken to protect the forests. Addresses were delivered by Prof. W. R. Lazenby, of the Ohio State University; Prof. W. J. Green, Wooster; Prof. A. T. Holsen, Washington, D. C.; Prof. Edmund Segrest, Wooster; H. C. Rogers, Mechanicsburg, and others.

A large number of lumbermen are in town to attend the annual meeting of the Union Association of Lumber Dealers, which convened in regular session January 21.

A committee of Columbus wholesalers composed of W. L. Whitaker, M. A. Hayward, John R. Gobe, A. G. Fritschy and B. J. Throop, was named to look after the entertainment of the delegates.

At the annual meeting of the Columbus Sawmill Company held last week, the present directors and officers were re-elected for the coming year. A dividend of 10 per cent was declared. Plans for building an office building and large lumber sheds were approved and it was decided to handle heavy timbers for scaffolding and heavy construction work. The large mill operated by the company will be used for the re-manufacturing. It was also decided to establish a department for wagon building and all materials of that character will be kept in stock.

Columbus firms which have mills located in southern states are making preparations to resume operations. The W. M. Ritter Lumber Company, which has mills in Kentucky, West Virginia, Tennessee and other southern states, will probably resume operations to a limited degree in a few weeks. The General Lumber Company, which has mills at Ashland, Ky., may resume operations soon also.

F. Everson Powell of the Powell Lumber Company, discussing the outlook for the future, said: "Conditions are materially brighter in every branch of the lumber trade. Collections are some better and orders are larger. Reports from the country show that stocks in the hands of the dealer are small, which means that they must buy soon or be entirely out of lumber. A better demand for almost every variety is expected soon."

Evidence of resumption of factories is not lacking, which condition is being reflected on the hardwood trade generally. While many of the plants are still using stocks accumulated before suspending operations it will not be long before they will be in the market for more lumber.

#### Indianapolis.

Benjamin Lukens, of Greencastle, has been arrested on complaint of the Talge Mahogany Company, of this city. It is charged that he received \$1,500 in advance on an order for 50,000 feet of veneer lumber and was then unable to fill the whole order.

After blowing open an unlocked safe in the office of the Greer-Wilkinson Lumber Company, Morristown, a few nights ago, burglars obtained 10 cents in money and some postage stamps.

Because of the scarcity of timber in Indiana, the Goddes & Haebele Stave and Hoop Company is moving its plant from Hazleton to Rogers, Ark. It has been operating in Hazleton for fifteen years.

The Stevens-Blight Lumber Company has been



incorporated at Logansport with \$10,000 capital, and P. H. Stevens, J. D. Ferguson and M. F. Eligh have been elected directors. In addition to carrying a full line of lumber for building and manufacturing purposes, the company will operate a large planing mill.

Fred May, of Evansville, accompanied by his wife, has gone to Cuba to spend several weeks. They expect to tour the island thoroughly during their stay.

The Standard Dry Kiln Company of this city is erecting a large steam kiln for the Anchor Saw Mill Company at Ellisville, Miss. The latter company's old kiln was burned last November.

The sixth casket company in Wayne county has been organized, the latest one being the American Casket Company, which will locate at Cambridge City. The capital stock of \$10,000 is held principally by J. K. Smith, A. M. Boyd, H. B. Miller and J. S. Miller, who have been elected directors.

William Patton of this city has bought a controlling interest in the Old Hickory Chair Company at Martinsville from Will, Max and Eugene Shireman, who will retain a small holding.

The J. M. Nash and May Manufacturing Company of Vincennes is now known as the Vincennes Sash and Door Company, the change being recorded with the secretary of state a few days ago.

Judge Vinson Carter of the local superior court has given a decision in which he declares the act creating the Indiana Railroad Commission was constitutional. Two railroads ordered to interchange traffic at Richmond brought suit, declaring that the commission had no legal existence. As lumbermen have profited greatly by the acts of the commission they were greatly interested in the decision.

Several lumbermen were interested in the meeting of the Indiana branch of the National Rivers and Harbors Congress, held here January 21-22. John J. Valdenaire, a lumber dealer on Roosevelt avenue, was a member of the Indianapolis delegation appointed by Mayor Charles A. Bookwalter.

Jesse Bond has caused the arrest of his partner, George Smith, at Carmel, charging him with failure to account for \$300 of the firm's money. The men have been associated in the lumber business for some time.

### Bristol, Va.-Tenn.

The Nelson Lumber Company of Johnson City has just completed a five mile log flume on the Virginia & Southwestern and East Tennessee & Western North Carolina, near Roan Mountain.

A. W. Holt of Chicago, vice president of the American Lumber Company of Wisconsin, is spending some time in this section looking over his company's holdings and at the branch offices, Johnson City.

J. A. Wilkinson will be ready to start his band mill and lumber plant on the Southern railway yards, within the next ten days. Mr. Wilkinson closed down about the first of the year for the purpose of installing additional power, which included two 150-horsepower boilers. He will build a new circular mill near Abingdon. He lost a small mill at Dublin, Va., by fire, during the past few days.

J. W. Stiles of the Kingsport Lumber Company was in the city last week and reports that most of his company's mills in West Virginia are in operation. The yards in that state are nearly all well filled with lumber.

"The export market is in comparatively fair shape," said Fred W. Hughes of Price & Heald, Baltimore, who returned to the city last week. "We are shipping out considerable stock and are receiving inquiries in fair quantities."

The local lumbermen report collections much better and a pronounced improvement in the credit situation. There has been little or no cancellation of orders on account of the declin-

ing market, though a few of the concerns complain on this account.

"Business is gradually growing better," said J. H. Bryan of the Bryan Lumber Company. "The chief trouble with the lumber market is the fact that there is so much stock on the yards and ready to be marketed. This is true in the East and many parts of the North, but I think the situation is adjusting itself again." Mr. Bryan has just returned from a visit to New York and the East. His company's mills in South Carolina will close down a few days for repairs.

The Tug River Lumber Company has its operations in Wise County, including a band mill at Big Cherry, in operation again, and takes a very optimistic view of the outlook for spring and summer business.

A large amount of logs for export and domestic markets were shipped from Piney Flats, on the Southern, near Bristol, by lumbermen in that section, during the past week, and probably many more cars will move from that point within the next few days.

### Cincinnati.

United States Judge Thompson refused to appoint a receiver for the Wiborg & Hanna Company. The motion for a receiver was made by Attorney Cobb for the plaintiffs. The plea was resisted by Attorney David Levy for the lumber concern. The court held that no appointment of this sort could be made by him unless the firm had been proven insolvent and this has not been done. Attorney Levy contended that he would show that the company is solvent. His report of the financial condition of the concern is being made and will be presented to the court within a week or so. The Wiborg & Hanna Company is still conducting business and it is the general opinion here that its indebtedness will soon be cleared up without loss to creditors.

William A. Bennett has served his last day as president of the Cincinnati Chamber of Commerce and last week gave a delightful dinner to the board of directors of that organization. There were present a number of noted guests and the affair was voted a most successful one.

Thomas P. Egan, president of the J. A. Fay & Egan Company, manufacturers of woodworking machinery and reputed the largest concern of its kind in the West, has been elected president of the Cincinnati Chamber of Commerce, succeeding William A. Bennett. Mr. Egan is a man of energy and discernment and should prove a good successor to Mr. Bennett.

C. A. Scott & Co. and the Robertson Steel & Iron Company asked last week for the removal of Ernest V. Moore as assignee of the George C. Beck Box & Lumber Company and also filed exceptions to his account as assignee. They charge that Assignee Moore collected assets and converted them into money to the amount of about \$543.58 and from this amount credited himself with \$457.01 for assignee and attorney fees, the general creditors having received nothing. They ask that he be compelled to return this money to the court for distribution among the creditors.

A. A. Andridge of the United States Timber Company has resigned as head of that company and will organize a new concern to be known as the National Lumber Company, with offices in the Mercantile Building. He still retains some interest in the United States Timber Company, but will devote most of his time to the new concern.

In the pool championship contest between W. E. Delaney and Q. McCracken the latter has demonstrated his superiority and now Mr. Delaney is seeking a return match. This will be soon, as Delaney's blood is boiling since he dropped the championship. However, the same friendly feeling exists—that is, when they don't speak of pool.

Secretary Thoman of the Cincinnati Lumbermen's Club has received a letter from Gifford Pinchot, chief of the Forestry Department, in which he expressed regret in not being able to

keep his engagement with the local club for January 25. Mr. Pinchot has broken three engagements with the club, but they are still trying to get him for some future date. The meeting set for January 25 will not be held until February 3.

The Cincinnati Furniture Exchange held its regular monthly meeting at Ahlbrand's cafe last week. President William J. Sextro called the meeting to order and after routine business was disposed of Secretary Ernest Schneider read his annual report, presenting a resume of the work accomplished during the year, together with a financial statement. This proved that the exchange has more members and incidentally more influence than ever before in its history. The treasurer's report was good, showing a neat little balance in the bank. President Sextro is succeeded by J. F. Dietz.

Chester F. Korn of the Farrin-Korn Lumber Company has returned from a business trip through Indiana.

The electric mill which the Farrin-Korn Lumber Company is building is nearing completion and by the early part of next month they expect to be lodged in the new structure.

Thomas J. Moffett, president of the Maley, Thompson & Moffett Company, who has had a severe attack of quinsy, has returned to business and is again making things hum.

William A. Bennett of Bennett & Witte has been appointed receiver for the Hotel Havlin, which made an assignment last week.

E. W. Robbins of the Maley, Thompson & Moffett Company, has gone off on a fishing and hunting trip to Florida. He and a party of about ten left last week armed with enough ammunition and food to last them several months. They took several large tents and have a Pullman car fitted up for a temporary home, which was afforded them through the generosity of the Pullman Company. The party will remain away for a couple of months, it is said, unless some of the married men get homesick—and most of them are married.

The members of the Chamber of Commerce tendered Thomas P. Egan, the newly elected president, a delightful dinner at the Business Men's Club last week. General Michael Ryan, who was toastmaster for the occasion, presented William A. Bennett with a beautiful hand-carved cuckoo clock. Mr. Egan gave a dinner in honor of the Blue party at the Queen City Club January 13. The event was most delightful, the speeches and stories of how votes were secured for the Blue ticket being very interesting.

The Cincinnati Carriage Goods Company, J. F. Jewett, president, has increased its capital from \$40,000 to \$60,000 to provide for an extension of business.

William E. Delaney and Ralph McCracken of the Kentucky Lumber Company left last week to attend the annual meeting of the stockholders of the company at Louisville.

The flood in the mill creek has benefited the Maley, Thompson & Moffett Company to a great extent. Through the swelling of the little stream the company has been able to remove a great many of its logs and tow them to within a short distance of its mill. The company has a yoke of oxen still in the bottoms drawing the logs to the top of the hill and to the mill.

Articles for the incorporation of the Morrison-LeRoy Planing Mill Company were filed in the county clerk's office of Covington last week, which call for a capital of \$100,000. The company will operate a planing mill in Covington.

J. M. Offutt of the Troy River Lumber Company of Bristol, Tenn., was here last week looking after a carload of lumber which was shipped to the Wiborg & Hanna Company some time ago. He left, however, satisfied, as he was assured that a check would follow him soon.

H. B. Ideson, general manager of the Standard Millwork Company, has gone on a tour through the East, where he expects to pick up some trade for his concern. They are doing a good business now and it will only be a matter of time when



Reuben W. Blair, A. Bennett can load up every time.

G. Lockman of the M. B. Farrin Lumber Company has returned from a business trip through the South. During his sojourn he managed to secure several large orders.

Charles F. Korn arrived from Indiana, brushed the Indiana dust off and boarded a train for the West. He will also visit the South and will call on the mill of the Farrin-Korn Lumber Company at Memphis.

### Evansville.

That Evansville leads the world in the manufacture of furniture is the claim made by the furniture factories here. They claim that Evansville has forged ahead of St. Louis and Grand Rapids recently and their representatives were meeting Evansville as the "Queen of the Furniture World" at the furniture exposition which was held recently in the Furniture Manufacturers' Exchange building, Chicago.

Henry Maley of Edinburg, Ind., was here recently to attend the stockholders' meeting of the Maley Land and Mortgage Company, held a few days ago.

George W. Stoneman of the Stoneman Zerning Lumber Company, Devils Bluff, Ark., was a recent visitor to this market.

It is understood here that the C. P. White Lumber Company of Boonville, Ind., will move its handmill, now located at that place, to Evansville, where they will locate on the Illinois Central near the new plant of the Henry Maley Lumber Company. This will add another to the already large number of Evansville mills.

P. A. Ryan of Chicago was in the city on business a few days ago.

William Throckold of the Indiana Quartered Oak Company, New York, spent a few days here after having attended the meeting of the Indiana Hardwood Lumbermen's Association at Indianapolis.

Log buyers for the local mills that were called in about two months ago are out again looking for good logs. There has been very little buying done the past two months except in two or three instances, where they have been able to pick up a few good bunches of logs at a discount. Most of the mills have good stocks of logs on their yards and along the railroad tracks and rivers ready for loading.

A suit that promises to be very interesting is that of Aaron Votaw of Mount Carmel, Ill., against A. J. Poorman of Mill Shoals, Ill., for \$40,000. Votaw claims that he sold his lumber business at Mount Carmel to Poorman and that before the trade was consummated, fire broke out and destroyed his plant. Then, he says, Poorman refused to take the business which he had contracted for. The case has many complications.

### Chattanooga.

The Chattanooga Wheelbarrow & Truck Company, successor of the Chattanooga Wheelbarrow & Manufacturing Company, has purchased a tract of four acres of land just outside the corporation limits on the Belt railway, upon which will be erected an expensive plant for the manufacture of wheelbarrows, trucks, etc. The plant at East Lake will be used for the manufacture of cross-arms after being equipped with machinery of the latest design. The cross-arm plant will be in charge of B. J. Noblett and his son, A. H. Noblett, of Chicago, will have charge of this new plant. They removed here recently from the Windy City. A. H. Noblett was recently married in Chicago and he brought his bride with him.

All the furniture factories of this city have resumed operations excepting that of the Loomis & Hart Manufacturing Company and this concern will resume operations February 1.

C. H. Hitchcock of the Berlin Machine Works of Beloit, Wis., whose headquarters are in Montgomery, is in the city.

Fred Arn of the J. M. Card Lumber Company, a director in the National Lumber Exporters

Association has gone to attend the meeting of the association in New Orleans.

F. W. Blair of the Ramhurst Lumber Company of Ramhurst, Ga., was a recent visitor in the city.

M. M. Erb, formerly of the Case-Fowler Lumber Company but now with the Central Manufacturing Company of Connersville, Ind., was a recent visitor here.

All the lumber concerns of this section have made inventories and they find that they did an enormous business last year, barring of course the last two or three months. The J. M. Card Lumber Company found that they had about two-thirds the stock of poplar they had the year before and about half the stock of quartered oak.

Only four of the local mills were operated through the panic—the Williams & Voris Lumber Company, the McLean Lumber Company, the Loomis & Hart Manufacturing Company and the Union Lumber Company. The latter concern ran ten hours a day and made no cut in forces or wages. Practically all the mills have resumed operations. Some have shut down because of a surplus of logs and others in order to make repairs and take stock.

Speaking of the situation, Fred Arn of the J. M. Card Lumber Company, said: "I think the situation is very much improved. Inquiries are coming in with greater activity and I believe prices will have an upward tendency in the near future. We made a good sale of 150,000 feet of oak recently. I am satisfied the financial flurry is practically over."

Capt. A. J. Gahagan of the Loomis & Hart Manufacturing Company says: "While business has been very dull it is now improving somewhat, although it is not what it was before the flurry came. I think there will be a scarcity in dry stocks soon. We have a sufficient amount of logs to run until April. The recent logging tide brought down the river a good lot. I think the river mills have received since the first of the year about 2,000,000 feet of logs."

### St. Louis.

At the annual session of the Implement and Vehicle Board of Trade, held January 13 at the Jefferson Hotel, the following officers were elected for the ensuing year: President H. M. Blake, vice president and general manager of the Parlin & Orendorff Company; first vice president, P. E. Ebrez, general superintendent of the John Deere Plow Company; second vice president, J. S. Cathey, president of the Regal Buggy Company; third vice president, L. A. Gesserich, assistant secretary of the Moon Brothers Carriage Company; fourth vice president, Carl Hirdler, of the Sligo Iron Store Company; fifth vice president, E. J. Powers, vice president of the McCabe-Ewers Wagon Company; W. C. Howland, secretary, and George M. Hoffman, treasurer, local manager of the Republic Rubber Company. These two last officers were both re-elected for the fourth time. Mr. Blake is well qualified for the presidency of the association. He has fine executive ability and has a wide experience in general railroad and trade abuses. The Implement and Vehicle Board of Trade is composed of the leading implement and vehicle manufacturers and the accessory trades and the total capital represented by its membership is perhaps larger than that of any other local commercial organization, with possibly the exception of the Business Men's League of St. Louis.

The Reed & Steeger Sash and Door Company have purchased property in the southern part of the city which will be used for manufacturing purposes. The building now on it will be enlarged and altered for their factory and they expect to have it ready to occupy within two or three weeks.

The annual meeting of the stockholders of the Mechanics' Planing Mill was held a few days ago and the thirteen directors and officers were re-elected.

The T. J. Kneegs Carriage and Wagon Manufacturing Company filed articles of incorporation recently, with a capital stock of \$10,000 fully paid. The incorporators are T. J. Kneegs, George D. Kneegs, Edna Kneegs and Louise Kneegs.

A recent visitor to St. Louis was D. M. Bodack, president of the D. M. Bodack Lumber Company, a well-known concern engaged in the hardwood business at Atlanta, Ga.

A. W. Dings of the Green-Green Lumber Company is out on a selling trip for the company. He left last week and expects to be absent for a couple of weeks.

E. W. Bennett, general sales manager of the Lothman Cypress Company, left a few days ago on a selling trip.

As was stated in a recent issue of the Hardwood Record, the Lumber Exchange of St. Louis, the Retail Lumber Dealers' Association of St. Louis and the new Lumbermen's Club have adjoining offices in the Wright building. Rooms 917-921 have been rented and it is expected will be ready for occupancy in a few weeks.

From the Way Business has begun at the yards of the Charles F. Luehrmann Hardwood Lumber Company, a good business during the present year is looked for. There is now a fairly good demand for all classes of hardwood lumber reported by that company.

A decided improvement in the hardwood business is reported by the International Hardwood Lumber Company, of which W. E. Keown is president. Mr. Keown reports more inquiries and more sales than have been received or made in some time.

Theodore Plummer, president of the Plummer Lumber Company, says business, although quiet, is as good as could be expected. He thinks it is only a matter of a short time before spring coming will begin and he is getting ready to take care of it when orders begin to arrive.

W. A. Bensack, president of the Bensack Lumber Company, feels greatly encouraged at the outlook for spring business, although little has come in up to date. He is not doing any less business than the other hardwood people, for all of them are having a quiet time.

The stockholders of the John J. Ganahl Lumber Company held their annual meeting last week and elected the following officers and directors for the ensuing year: John G. Ganahl, president; Frederick A. Gerber, vice president, and Nicholas L. Baum, secretary. The foregoing officers constitute the board of directors.

George E. Cottrell, secretary of the American Hardwood Lumber Company, says business is beginning to show improvement. Inquiries are quite numerous and some good orders have been booked.

H. A. Singer, manager of the New York office of the American Hardwood Company, has been in the city for several days, getting information as to stocks, etc. He says conditions in the East are brightening up and that he anticipates a good brisk trade when spring business opens up.

George E. Hibbard, vice president of the Steele & Hibbard Lumber Company, who has been through the South on a pleasure trip, has returned. He spent part of the time at New Orleans, taking life easy and enjoying himself. He reports a quiet business thus far this year.

### Nashville.

Nashville lumbermen are protesting vigorously against an advance made by the local railroads to points in the East and to Canadian points, and are protesting quite as strong against the increase in the minimum of carload lots from 30,000 to 34,000 pounds. In fact so stirred up are they over the affair that a meeting will likely be called in the near future to determine whether or not the matter will be taken before the Interstate Commerce Commission. The order about which there is so much kicking is as follows: Effective February 1, 1910,



rate on lumber from Nashville and vicinity will be advanced 3 cents per hundred pounds to Canadian points and also Eastern cities. This was the order issued by the Illinois Central. The Louisville & Nashville advanced rates in this section to Canadian points 3 cents per hundred, effective January 15, although it did not advance the rates to Eastern points. Local lumbermen state that these advances in the tariff mean additional freight charges that will amount to about \$1,000 a day to the nineteen Nashville concerns that ship from here. On the other hand, it is stated that no advance in prices can be made on account of competitive points having the old rate. The change will make a carload of lumber going to New York, say, cost \$102 rather than \$85.50, as heretofore. The railroads recently advanced the carload minimum from 30,000 to 34,000. The lumbermen are also up in arms against this, as they claim the minimum of 30,000 can hardly be loaded now in the smaller cars when dry poplar is to be shipped. Officials of the I. C. and the L. & N., in explaining the advance in rates, state that for some time the rates have been too low; that they were lower than the rates to certain Central Freight Association points and lower than those to certain points on trunk line territory, and therefore the advance had been ordered.

Simon Lieberman, the veteran lumberman, in speaking of the advance, gives the following little history: "About a year ago the rates on lumber from Chattanooga and Nashville to Ohio river points and the West were advanced 1 cent on the hundred pounds, and we were required to pay 9 cents from Nashville to Louisville, 13 cents to St. Louis, 13 cents to Cincinnati and 10 cents to Evansville, while prior to that time the rates had been 8, 12, 12 and 9 cents, respectively. Some time ago the rates to Buffalo and other Eastern points from Knoxville were advanced 2½ cents—that is, from 20 to 22½ cents—a hundred, and the lumbermen of that city raised a howl because the rates were lower from Chattanooga and Nashville to the same points, remaining at 20 cents, although the distance was practically the same. A delegation of Knoxville lumbermen waited on President Milton H. Smith of the L. & N. railroad at Louisville in an effort to have the lower rates restored. They were met with the statement that nothing could be done for them in the way of a reduction, but President Smith assured them that he would see that the rates from Nashville and Chattanooga were advanced to those of Knoxville. This was done. The rate on lumber from Memphis to Buffalo, however, which is 300 miles farther, is the same as from Nashville, Knoxville and Chattanooga."

A special from Florence, Ala., states that the cross-tie traffic here is unusually heavy, considering the disposition to curtail, as was evidenced most everywhere recently. The woods are again filled with cutters. The prices were not reduced during the suspension of business.

The Tennessee Stave & Lumber Company of Sparta, Tenn., has purchased an eight-acre tract just south of the town on the Bon Air Line of the N. & C. and will establish a yard there. The company kept all of its mills running throughout the recent flurry.

Quite a number of the local mills will start their sawmills in the country in the next few days. This step is taken to indicate that in the near future conditions will be normal again.

The Prewitt-Spurr Manufacturing Company has increased its capital stock from \$50,000 to \$100,000. The company operates a large plant in East Nashville and also a factory at Murfreesboro, Tenn. The increased capital was necessitated by a rapidly growing business. This concern has the only red cedar bucket factory in the world.

The B. & M. Lumber Rule Company, with J. B. McDonald president and J. N. Bryan general manager, has just got under way here. This is the first factory for the manufacture of rulers established south of the Ohio river and there

are said to be only four or five in the United States. The company at present has a capacity of three dozen rules a day and this will be increased as the demand necessitates. These rules are being made of second growth hickory with inlaid walnut handles and the best steel and brass handles. They are pliable and highly polished and have been pronounced by local lumbermen as good as the celebrated Lukens rule of Saginaw, Mich.

A special from Livingston, Tenn., announces that the Litchfield Shuttle Company of Southbridge, Mass., is putting in there a large plant for the purpose of manufacturing dogwood shuttles, shuttle blocks, etc. A big broom handle and hoop factory will also be installed by the same people.

Buford Dickerson has bought the stock of buggies of the DeFord Buggy Company of West Nashville, sold under a decree of the chancery court. His bid was \$2,815.

The sensational murder trial of State vs. W. S. Bryant, who is charged with having killed Chalmers Vestal, president of the Caney Fork Lumber Company, comes up shortly at Cookeville, Tenn. Brothers of the dead man are prosecuting the case vigorously. K. T. McConico of Nashville represents the defendant Bryant, who kept books for the man he is alleged to have killed. The state insists that the trouble came about on account of relations between Bryant and Mrs. Vestal.

T. F. Bonner, the well-known Nashville lumberman, was recently elected president of what is known as the Tennessee Industrial League, an organization formed to foster the industries within the state and to encourage others to come within its borders. President Bonner is just out with a ringing address to the public in which he deprecates the relentless fight he claims is being made against the railroads by demagogues and political agitators. Among other things he says: "The ceaseless and relentless warfare that has been so mercilessly waged against the railroads in some of the southern states for the past two or three years has wrought much ruin and wreck." He declares that the farmer and laboring man seem to be the two classes to whom the demagogue has appealed principally in his warfare, and he ascribes as the reason for this not that either class is less intelligent than any other, but simply because they are generally so busy they haven't the time to devote to the subjects that the average business man has and consequently not the thought.

Love, Boyd & Co. got in 65,000 feet of mixed lumber from the upper Cumberland during the past week. They are looking for a goodly quantity of oak from their mountain mills in the near future.

The Prewitt-Spurr Manufacturing Company handled some 50,000 cedar ties from the upper river during the past week.

The Prewitt-Spurr Manufacturing Company reports receiving a good supply of buckeye logs during the past few days. They will be used in the manufacture of buckets.

Cohn & Goldberg are running their mill at capacity now—50,000 feet a day. The company is manufacturing its own lumber exclusively.

The Davidson-Benedict Company is preparing to reopen its mills in Tennessee and Georgia in the near future. The company believes the increasing demand and stronger tone of the market will justify such a step.

John B. Ransom & Co. are getting a nice supply of hardwood from the upriver country through the purchases of their representative, Ed Hinckle. He is also picking up a lot of box material.

The following new charters have been granted by Secretary of State John W. Morton:

J. G. Lowe Lumber Company, Knox county. Capital stock, \$10,000. Incorporators, J. G. Lowe, C. H. Hicks, C. W. Lester, Alexander Kennedy and W. C. Woods.

The amended charter of the North Mississippi

Lumber Company increasing the capital stock from \$50,000 to \$100,000.

Welch Stave and Heading Company, Putnam county. Capital stock, \$240,000. Incorporators, J. W. Welch, G. N. Welch, J. M. Welch, J. P. Welch and J. T. Price.

Amendment allowed increasing the capital stock of the Hamilton Buggy and Implement Company of Hamilton county, from \$6,000 to \$12,000.

The Lumber Employees' corporation, with offices in the First National Bank building, recently underwent a thorough reorganization. E. R. Winkler continues as president, but J. Milton Wells has been elected to succeed A. B. Mason, resigned, as secretary. The company is capitalized at \$10,000. It proposes now to establish offices in Houston, Tex.; Charleston, S. C.; Montreal, Denver and other cities.

A special from Birmingham states that C. H. Alexander and associates have disposed of a body of about 26,000 acres of virgin timber land to a syndicate of Maryland. The tract lies in Bibb, Perry and Hale counties and is six miles wide by about twenty-three miles long. The price is said to be about \$200,000.

The convention of the Appalachian Forest Association which was held in Atlanta last week brought together representatives from cities in Georgia, Tennessee, Alabama and North and South Carolina, and Kentucky. Resolutions were adopted asking every southern state to send delegations to Washington with a view of securing the approval of the Appalachian White mountain forest bill by the agricultural committee of the National house of representatives. Governor Hoke Smith of Georgia presided at both sessions of the convention. Letters and telegrams of indorsement were received from the governors of many Southern states. Among the speakers were: Enos Mills of the National Forest Bureau; Professor Alfred Akerman of the University of Georgia; Charles A. Waddell, engineer of the Biltmore estate, and C. P. Good-year of Brunswick, Ga.

#### Memphis.

The principal railroads operating in and out of Memphis have been given notice that, effective February 29, all reconsigning privileges enjoyed by the lumber interests in this city for a number of years will be withdrawn. This decision is believed to be the direct outgrowth of the complaint filed with the Interstate Commerce Commission by the E. Sondheimer Company against the Illinois Central and Yazoo & Mississippi Valley roads, alleging discrimination in favor of Memphis in the matter of reconsignment and against Cairo. The Interstate Commerce Commission has given no intimation, although it has had more than one hearing, as to what its decision in the matter will be, but the railroads give out the statement that they prefer to withdraw these reconsigning privileges voluntarily before the commission declares them irregular or illegal rather than be forced to withdraw them in the event such a decision is made.

Lumber interests are up in arms against this order and are mapping out a plan of procedure. It has been practically decided that no step will be taken until the Interstate Commerce Commission has handed down its decision. If this should be against the continuance of reconsignment privileges the lumbermen will strive to make some other arrangement that will answer, at least to a partial extent, the purpose of the reconsignment rate. If the commission should hold that there is nothing wrong in a continuance of the reconsignment privileges, the lumbermen will go after the railroads with the same determination that has brought victory on previous occasions.

The plan most discussed as an offset to a withdrawal of reconsignment privileges is that of securing from the carriers a flat rate on lumber shipments into Memphis lower than that heretofore in force, or a reduction in the flat rate out of Memphis to consuming centers. Wholesale



interests naturally prefer a reduction on shipments into Memphis and the same current rate on the city. Manufacturers on the other hand who get the benefit of a reduced rate on logs, would prefer a continuance of the same rate into Memphis on lumber shipments and a decided reduction in the rate from Memphis to consuming centers.

A withdrawal of reconsignment privileges would be serious. Some of the big firms which have been operating yards here have already declared their intention of discontinuing it the side of the railroads is not rescinded. It is pointed out that shipments of lumber by whole sale interests will have to be made from the point where the lumber is purchased instead of being brought to Memphis and yarded here until dry enough for distribution.

The discontinuance of reconsignment privileges would also have a serious effect upon small mill operators in the Memphis territory. These usually have a limited amount of capital and must find a ready outlet for their lumber from the saw. Their output has been taken heretofore by wholesalers in Memphis, and if the latter are forced to discontinue their yards it will deprive these interests of the purchasing power they have enjoyed.

Negotiations which have been in progress for some time looking to the taking over of the assets and liabilities of the Memphis Savings Bank by the Union & Planters' Bank & Trust Company have not yet been completed and the affairs of the former institution are being wound up under the receivership instituted some time ago. The receiver, E. B. McHenry, states that he is meeting with unexpected success in realizing on the collateral held by that institution and that in a short time he will be able to declare a dividend for the benefit of depositors.

Improved financial conditions have resulted in considerable increase in output of hardwood lumber in this territory. Some of the more prominent firms here owning mills in the interior have begun operating these since the holidays and others will be placed in operation at an early date. There has been some improvement in the demand for hardwood lumber and this has stimulated production to a slight extent.

Some of the more prominent lumbermen of this city have made trips into the consuming centers recently and all of them bring back almost identically the same report. One of the best salesmen in this market came home Friday and on being asked how he found conditions, replied: "I could have sold between thirty and forty cars of lumber on this trip if I had been willing to cut the price to meet the views of the prospective buyers. The price offered would not have given my firm any profit and I do not know where I could replace the lumber at the price I was offered for it. I would therefore have been without the lumber and without the profit I had counted upon, and therefore naturally refused to sell." Other sellers have encountered similar experiences, and it is the consensus of opinion among both manufacturers and wholesalers that the present policy of buying from hand to mouth on the part of consumers is the result of an effort on their part to break the market and be able to buy cheaper.

Information given out here is to the effect that the big hardwood mill and bending plant of the Lamb-Fish Lumber Company at Charleston, Miss., will be completed within the next few weeks and placed in operation. It will be when completed one of the largest hardwood manufacturing plants in the country. The Lamb-Fish Lumber Company owns enormous quantities of hardwood timber in the territory contiguous to the mill and will proceed with the development of these holdings as soon as the plant is completed.

George C. Ehemann of Bennett & Witte has been elected president of the Lumbermen's Club of Memphis for the ensuing year. He defeated his opponent, W. B. Morgan, secretary-treasurer of the Anderson-Tully Company, by a single

vote, making this the closest race in the history of the organization. Other officers elected are: First vice president, W. H. Greble, Three States Lumber Company; second vice president, C. M. Kellogg, Barksdale-Kellogg Lumber Company; secretary-treasurer, John W. McClure, Bellgrade Lumber Company; directors, S. C. Major, S. C. Major Lumber Company; C. R. Ransom, Gayoso Lumber Company, and James Thompson, James Thompson & Co.

Following the announcement of the results of the election, President-elect Ehemann was called upon for a talk and responded in happy vein. He thanked the Lumbermen's Club for the honor conferred upon him and expressed regret that both he and Mr. Morgan, his opponent, could not have been chosen. Other successful candidates were also called upon and responded briefly.

President Burgess in his annual address referred to the pleasure he had experienced in presiding over the club for the past year and emphasized the rapid growth of the organization from a membership of 97 to 129 under his administration, including three honorary members. He dwelt at length upon the more important accomplishments of the club during the year. He stated that he thought it was not difficult to foresee a rather bad year for hardwood interests and cautioned members of the club particularly against cutting their stumpage and putting it on the market at a time when prices are from 10 to 20 per cent below what they were a few months ago. He believed there would be a return to normal business conditions by November and expressed the view that prices would show the highest level on record at that time. He was not in sympathy with much of the anti-railroad legislation and believed the club had pursued a most commendable policy in attempting to harmonize rather than antagonize the carriers. He further declared it to be his opinion that the attitude of the South toward the railroads was not altogether desirable, inasmuch as any legislation that makes it impossible for the railroads to build new mileage, buy new equipment, extend their terminal facilities and pay a dividend to stockholders would in the end be injurious to every man, woman and child. He complimented the club on the efficient work done by Secretary McClure and again thanked the organization for the honor conferred upon him.

Secretary McClure's report showed the rapid increase in membership and prestige enjoyed by the organization as the result of its espousal of the cause of lumber interests not only in this city but throughout the country. He reviewed at length the conditions which confronted the river and rail committee at the beginning of the year and referred to the excellent manner in which this body had wielded the influence of the club in such a way as to bring about permanent benefits to the trade at large. In conclusion he thanked the members for the support they had given him and threw a bouquet at President Burgess because of the interest he had stimulated in the organization. C. D. Hendrickson, chairman of the river and rail committee, gave a condensed review of what had been accomplished by that body during the past year.

J. D. Laskey, who for some time had been sales agent for the Gayoso Lumber Company and who prior to his connection with that firm was with the E. Sondheimer Company, has become a member of the Dudley Lumber Company. This concern has been operated here for a long while as a branch of the Grand Rapids firm of the same name, but it has been reorganized and, though its name is not changed, will be in future operated separate and distinct from the parent company. H. J. Dudley of Grand Rapids has a large interest in the firm. J. D. Laskey and C. B. Dudley are other heavy stockholders.

The Walnut Lake Cypress Company is building a band and lath mill at Walnut Lake, about forty miles east of Pine Bluff, Ark., in the heart of the cypress timber district, to cost approximately \$50,000, to have a capacity of 50,000 feet and to be completed early in March.

The company is the owner of a large tract of timber land and has awarded a contract for digging a canal from Walnut Lake to its timber with a view to preparing facilities for floating logs down to the mill. This canal is to be fourteen feet wide and six feet deep and will be used as soon as four miles have been completed. As it becomes necessary to go further back for timber the canal will be lengthened. In addition to serving as a means of transporting lumber more cheaply than it can be hauled by tram or railroad, the company believes that the canal will serve to drain the timber lands and make them much more valuable for agricultural purposes after the timber has been cut therefrom. The principal owners of stock in the company are: E. P. Ladd, Little Rock; C. S. Bacon, Pine Bluff; W. B. Craft and R. E. Schultz, Walnut Lake.

A large plant is being built at Pine Bluff, Ark., for the manufacture of shafts, poles, singletrees and doubletrees. Northern capitalists are back of the enterprise and it is expected to have the plant in operation in a short time.

The Ozark Lumber & Spoke Company has been incorporated for the manufacture of lumber and spokes. It will have its headquarters at Fayetteville, Ark. W. M. Thompson and others are the incorporators. All of the stock has been subscribed.

Lumbermen of Memphis are congratulating themselves upon the decision of the supreme court declaring that Memphis has no right to tax logs and lumber shipped into the city from other states than Tennessee, the court holding that such taxation would be illegal because levied upon interstate commerce. The suit was styled I. M. Darnell & Sons Company against the city of Memphis and was carried to the federal supreme court from the supreme court of Tennessee on a writ of error.

Max Sondheimer is able to be back at his office again, after an enforced absence of some days, due to grip.

W. A. Gilchrist of the Three States Lumber Company; W. H. Greble, sales manager for the Gilchrist-Fordney Company; S. B. Anderson of the Anderson-Tully Company, and J. W. Thompson of the J. W. Thompson Lumber Company, have returned to Memphis after making trips to various parts of the country in the interest of their firms.

The regular semi-monthly meeting of the Lumbermen's Club will be held at the Hotel Gayoso, January 25, at noon, accompanied by the usual luncheon. The newly elected officers will be installed and Lewis Doster, secretary of the Hardwood Manufacturers' Association, has been invited to address the members on the subject of the general lumber situation.

N. A. Wright, representing C. Leary & Co. of Liverpool, England, has been spending some time in Memphis recently in search of certain descriptions of hardwood lumber.

The club will also take some action with reference to the withdrawal of reconsignment rates by the railroads.

A meeting of the local members of the Hardwood Manufacturers' Association will be held at the Hotel Gayoso, Memphis, at noon January 25. Invitations have been sent to 150 hardwood operators of the district from St. Louis to New Orleans. Indications point to a large attendance. Visiting lumbermen will be entertained by the Lumbermen's Club of Memphis at luncheon. The purpose of the meeting is to discuss trade conditions, available stocks of lumber and other matters interesting lumbermen. Reports from the consuming trade are more encouraging and large car works, furniture factories and other consumers of hardwoods are in receipt of orders which insure immediate demand for various woods. In view of prospective large orders and the present heavy curtailment of output, indications point to unusually brisk trade in the near future. Lewis Doster, secretary of the association, will address the meeting.



### New Orleans.

After weeks of preparation Attorney General Fletcher of Mississippi has formally submitted to the Mississippi courts the litigation involving the right of the Retail Lumber Dealers' Association of Louisiana and Mississippi to do business in that State, and by agreement of counsel the interesting case has been taken under advisement by Chancellor Lyell, before whom the suit to force the dissolution of the organization was filed. The litigation was practically invited by the retail lumbermen at their last semi-annual convention held in this city.

The litigation was brought directly before Chancellor Lyell, the allegation of Attorney General Fletcher being that the association was operating under articles of agreement and in restriction of trade and that its existence was a flagrant violation of the Mississippi anti-trust laws. The association, through its attorneys, filed an answer denying the attorney general's allegation and further averring that the Mississippi anti-trust laws are unconstitutional. The defendant organization's attorneys have filed an elaborate answer to Attorney General Fletcher's bill of complaint and both the documents and arguments are now being considered by Chancellor Lyell, who has the case under advisement. It is not known when a decision will be rendered. No matter what the decision of the lower court is the case will go direct to the state supreme court for a final decree.

Furniture men and other manufacturers of hardwood products are manifesting a good deal of interest in the manufacturers' exhibition which the New Orleans Progressive Union is now attempting to organize, and throughout this section manufacturers are making preparations to join in the movement. The object of the Progressive Union is to have a large exhibition of home manufactured products and inasmuch as hardwood manufactures figure as a leading resource of Louisiana, various articles of this wood will in all probability be given a prominent place at the exhibition. A mass meeting of the manufacturing interests will be held here in the next few days to arrange the plans for the exhibition.

That New Orleans will very soon be well represented in the National Box Manufacturers' Association and that the almost suicidal competition that has been going on here for some time as a result of the development of this industry is about to end, is now believed to be probable from the action taken by several of the local box manufacturers who have joined in a movement for mutual protection and who, it is stated, are about to arrange for trade conditions that will do away with the cut-throat business methods that have been in vogue. A committee of the National Box Manufacturers' Association was in New Orleans several days ago and while here the members of this committee saw most of the leading box manufacturers. In a majority of instances, it is stated, they found the manufacturers willing to do away with the serious competition and to practically agree on trade conditions that would be beneficial all around. Accordingly it is now highly probable that a local branch of the National association will soon be organized here. With a view to organizing an association that will cover the South and West, representative box manufacturers of that territory met at the Denechaud Hotel in this city last week and discussed plans. They will affiliate with the National association. Plans were generally discussed but permanent organization was not effected.

The Merchants' Box Company has been organized in this city with an authorized capital of \$25,000 to do a general business in all sorts of lumber. The company is authorized by its charter to manufacture boxes, shooks, crates and other containers. The incorporators are: F. F. Wigginton, Charles B. Wooley and Henry J. Gernhauser.

General conditions in the market have changed

very little within the last fortnight and as a rule the situation is still in unsatisfactory shape from the exporters' point of view. The export demand has not improved and the European buyers are manifesting little or no activity. The result is that not a great deal of exporting is being done, even though ships clearing from here are taking out small quantities of hardwood and staves. Prices are still unsatisfactory.

A number of out-of-town lumbermen are here for the series of lumber conventions that will be held in this city this week. The National Exporters' Association is scheduled to hold a session January 22.

### Charlotte, N. C.

The Mallard Lumber Company of Greenville, S. C., has filed application for a receiver. Assets of the company are stated at \$62,000, credit liabilities are \$32,000, stock liabilities \$34,200. It is very probable that Mr. Mallard will be appointed to take charge of the property. The concern manufactured bobbins and dressed lumber, and carried on an extensive business.

The Statesville Safe and Table Company of Statesville, N. C., manufacturers of kitchen safes and center tables, has just commenced operations. The company is capitalized at \$20,000 and H. Clarke is president. At present the company is turning out about 100 safes and twenty tables per day, but the output will shortly be largely increased.

The North State Veneer Company of Thomasville, N. C., has been chartered with \$25,000 capital by W. H. Allison and others.

The record of chairs manufactured by the Standard Chair Company of Thomasville, N. C., for the year 1907 was 417,000.

The newly incorporated Mills-Campbell Lumber Company, which has just bought large timber holdings in Craven and other Eastern North Carolina counties, met at New Bern, N. C., and elected officers. T. J. Campbell, of Bloomdale, O., is president; C. R. Hyter of Ohio, vice president; A. J. Morrison of New Bern, N. C., secretary, and C. H. Mills of Toledo, O., treasurer. The new company, which is capitalized at \$500,000, has taken over the timber holdings of the Buckeye Company and the Pamlico and Neuse River Timber Company, consisting of vast tracts of fine timber land in Beaufort, Pamlico and Craven counties, North Carolina, also large timber holdings and a saw mill of the New Bern Lumber Company at James City, N. C. The sawmill has a daily capacity of 100,000 feet, but the capacity will be increased to 150,000 feet soon. The New Bern Lumber Company, though it has sold considerable of its property, is closely allied with the new company, and still has large timber holdings in Lenoir, Jones, Pamlico and Craven counties.

Work on the buildings of the Wisconsin-Carolina Lumber Company of Marion, S. C., has been begun, machinery is on the way and the plant will be ready to begin operations in the near future.

It is very likely that in the near future J. H. Watkins of Lima, O., will establish a large woodworking plant at New Bern, N. C. The wood to be used at the factory will be principally gum, of which there is a vast amount in that section. Mr. Watkins has just been in New Bern looking over the field and is favorably impressed.

L. J. Merrimon of Wilmington, N. C., who has a large contract with the government for ties for Panama, is shipping as rapidly as possible. Only a few days ago he shipped the largest cargo to Cristobal Colon, Panama, ever shipped from the Wilmington post, on the Norwegian steamship Bygland. The Bygland carried 852,689 feet of cross ties, 404,390 feet of switch ties and 48,611 lineal feet of piling, the total value of the cargo being \$32,660. The Bygland was the second of a number of steamers that will carry ties for Mr. Merrimon to Panama this year.

A charter has been granted the Selma Lumber Company of Selma, N. C., at a capital of \$50,000, to buy, sell and manufacture lumber. R. M. Adams, T. M. Benoy of Selma, N. C., and others are the incorporators.

J. A. Spence of Asheboro, N. C., has been appointed receiver for the Millboro Chair Company of Millboro, N. C. Assets are stated at \$6,000, with liabilities about the same. The stringency of the money market and the inability to find ready sales for their product are stated as the reasons for the failure.

W. C. Newland has been elected secretary and treasurer to succeed T. Serhorn, resigned, of the J. H. Coffin Wagon Company of Lenoir, N. C.

The plant of the Lee Manufacturing Company of Thomasville, N. C., recently destroyed by fire, is rapidly being rebuilt, and will be ready for operations by February.

High Point, N. C., has one of the few piano and organ factories of the South. The company is known as the Shipman Organ Company and W. G. Shipman is manager. The plant is now turning out 300 organs a week. The capital of the company is \$125,000.

The Sanford Buggy Company of Sanford, N. C., of which R. D. Covington is secretary and treasurer, will begin work February 1.

J. T. Patrick's furniture factory, located at Pine Bluff, N. C., was recently destroyed by fire; loss about \$6,000.

The Kincaid Veneer and Lumber Company of Salisbury, N. C., reports a most successful year and good prospects for continued prosperity. The plant, under the management of B. J. Sitton, who invented the slicer which has greatly added to the success of the company, now has a daily capacity of about 30,000 square feet.

In the death of Harvey D. Abernathy of Hickory, N. C., a few days ago, the state lost one of its best known lumbermen. Mr. Abernathy was for fifteen years treasurer of the Piedmont Wagon Company of Hickory, N. C. Acute indigestion was the cause of his death.

The charter of the Corbitt Buggy Company of Henderson, N. C., has been amended, increasing the capital stock to \$50,000. A. C. Zollicoffer is president of the concern.

The Crowell Furniture Company of Lexington, N. C., is planning to spend \$5,000 on improving its plant.

Despite the unfavorable market conditions of late and the stringency of the money market, the Atlantic Coast Lumber Corporation, whose mills are scattered through the Georgetown, S. C., section, are again operating, and the company is shipping large quantities of lumber North.

A number of the lumber manufacturing concerns in this section that closed down before Christmas, because of unfavorable market conditions, have started work again, but the great majority of those that found it necessary to curtail production are still closed. It seems to be the general opinion, however, that by March or a little later market conditions will improve to the extent that full operations may be resumed.

Considerable interest centers in the case brought before the Interstate Commerce Commission by the Corporation Commission, concerning the discrimination against North Carolina points in favor of Virginia points by the Norfolk and Southern railway. It is stated that rates charged North Carolina merchants and manufacturers are anywhere from 30 to 50 per cent larger than those charged Virginians on western shipments to this section. With the passenger rate settled, it is hoped that such pressure will be brought to bear on the railroads that just and fair rates may be granted in North Carolina.

### Little Rock.

The affairs of the Bluff City Lumber Company have apparently gone placidly to sleep again.



with the transfer of the interests of Capt. J. B. York, his son Robert York, and C. L. Browning to millionaire D. H. Duncan, the last papers in the formal transfer having just passed between the parties. This puts Rutherford and Duncan in absolute ownership of the plant and its Pine Bluff interests, the valuation being \$2,000,000. It is said that Duncan's purchase cost him close to \$1,000,000. This removes all occasion for reaction. As to what will be done in regard to the contempt proceedings against Captain York and Robert York remains to be seen. The elder York was fined \$10,000 and the younger \$5,000 for contempt of court, in that they asked the federal court to appoint a receiver, or rather called a meeting of the stockholders for this purpose after Judge Elliott, the Pine Bluff chancellor, had forbidden such meeting. Mr. Duncan, the new co-owner of the Bluff City Lumber Company's interests, has had a phenomenal rise in the lumber world. A dozen years ago he was working for the company at a modest salary of \$75 per month, but his business acumen soon caused his advance. A shrewd deal was engineered by him for his employers which, it is said, netted them a cool half million. He proved himself to be an organizer and executive official of the first water and his reward was not long in coming. Today he is rated as one of the wealthiest men of the state, and is in close touch with the lumber interests not only throughout southern Arkansas, but in Louisiana as well.

The Grant Timber and Manufacturing Company of Texarkana has increased its capital stock from \$500,000 to \$672,000. The Grant Land and Lumber Company of the same city has also filed notice with the secretary of state increasing its capital stock from \$350,000 to \$420,000. These notices of increase are taken as a very hopeful sign of returning normal conditions.

The Dunkel Box and Lumber Company of Black Rock is making extensive improvements and additions to its plant. The 250-horsepower boilers have been installed, and an Allis carriage and steam log loader have also been provided. The improvements increase the capacity to 35,000 feet daily.

N. F. Coffey & Sons are completing the installation of a mill near Black Rock to supply material for the Coffey manufacturing plant at Black Rock. The daily capacity will be 30,000 feet.

Dr. J. A. Davis and Sam Hodges of Harrisburg have organized the Harrisburg Hardwood Company and have leased the handle factory at that place. The plant will have a saw mill added.

The Ohio handle factory is shut down temporarily to install a lot of additional machinery. It will resume operations as soon as the improvements are made. The company reports a very encouraging outlook. The plant is located at Jonesboro.

The deal for a hardwood mill at Prescott has been definitely closed. G. A. Hesmer, representing the LaCrosse (Wis.) Coopersage Company, has purchased about 4,000 acres of hardwood timber from the Ozan Lumber Company and a stove mill will be built at Prescott. It is expected to have the mill in full operation by spring.

The Mena Box and Manufacturing Company is the style of a new interest at Mena, in the western portion of the state. The promoters are James E. Schooley of Grandis, Lee Dusenberry of St. Louis, and R. Dusenberry, James L. Hogan and W. J. Falls of Mena. A six-acre site has been secured for the plant. A sawmill is already in operation, and among the articles of manufacture will be wagons, spokes, etc.

About seventy-five men employed in the wood working department of the Iron Mountain railroad in this city have been laid off, through the retrenching policy of the railroad company. Vice President Clarke stated recently, while in

the city, that this retrenchment policy would not be carried to any greater extent than was positively necessary.

The splendid box and veneer plant of the W. D. Reeves Lumber Company in South Helena was totally destroyed by fire last week, the loss being placed at \$75,000, partly insured. The fire started from the engine room, and was caused by an explosion. Fortunately the new machinery ordered for the box factory had not arrived. It is thought the plant will be rebuilt.

Muskogee, Okla., is enthusiastic over the prospect of securing a chair factory for that city. It is declared there is material enough in the district between that point and Fort Smith to justify the erection of a handle factory, also.

W. Coughlin, manager of the Kansas City Southern railway, stated in a recent interview that the demand for lumber is rapidly increasing and that the indications are for a general reopening of the plants that have been closed down for the past several weeks. "The mill men are beginning to 'kick' on account of alleged inability to get cars," said Mr. Coughlin, "and that is an evidence of the returning rush of business."

The Granger-Kelley Lumber Company of Eureka Springs has acquired the interests of the Baker Lumber Company, including lands, mills and all property. The capital has been increased from \$40,000 to \$150,000. The new holdings give the Granger-Kelley people a total of 17,000 acres, with an estimated stumpage of from 75 to 100 million feet. The personnel of the reorganized company is as follows: President, F. E. Ayers of Iowa; vice president, R. B. Kelley; general manager, U. C. Kelley, and secretary and treasurer, R. S. Granger. The company will begin the manufacture of all kinds of wagon material, hubs, spokes, etc., in addition to the lines of manufacture heretofore carried on.

Former Acting Governor John Ike Moore of Helena is now a full-fledged lumberman, being recently elected vice president of the Archer Lumber Company, a new lumber concern at Helena, capitalized at \$100,000.

The Williams Coopersage Company is having a complete waterworks system installed at its plant at Leslie. The Williams coopersage plant is one of the best in north Arkansas. They have recently installed a new mill and an electric light plant. H. Campbell, employed as the engineer and architect in the new construction work, has gone to Milwaukee, Wis., for a few weeks' recreation.

G. T. Graham of Fredericktown, Mo., has been spending several days in Montgomery and adjoining counties in the interest of his company, the Graham Lumber Company of St. Louis.

A handle factory is to be established at Dardanelle. The hardwood interests of this section of the state are beginning to be exploited rather extensively.

### Minneapolis.

About a thousand retail lumber dealers attended the convention of the Northwestern Lumbermen's Association in Minneapolis last week, and the wholesale offices were thronged a good part of the time with visitors. They were not very keen to buy, but all were making inquiries and getting a line on the situation, and as a rule reported a good prospect for spring trade. Since the convention ended and the dealers went home, a line of mixed car orders calling for hardwood has been coming in, and business has picked up decidedly. The hardwood dealers all extended a glad hand to the visitors, and some came in from outside. F. J. Lang of the J. Stephenson Company, Hermannville, Mich., had temporary headquarters at 716 Lumber Exchange, where he boosted the company's hardwood flooring and basswood products.

Lumbermen the country over were interested

in the proceedings in the federal court on January 17, when the thirteen retail lumbermen indicted at the complaint of the catalog houses for "conspiracy to defraud by use of the mails," had their case passed upon by Judge Lochren. The hearing was upon a demurrer to the indictment, which raised the merits of the whole controversy. After a day spent in argument, Judge Lochren allowed the demurrer and dismissed the defendants. He held, just as expected, that there was no fraud in the acts complained of. Some of the defendants had mailed postal cards to catalog houses asking for samples and catalogs, but they did not represent their intention to buy, and therefore there was no fraud. There could not be a conspiracy to do an act not criminal in itself. This outcome of the case was expected, but was very gratifying to lumbermen, not only those immediately concerned, but all who have felt the competition of catalog house people in the line of doors and mill work.

E. Payson Smith of the Payson Smith Lumber Company, returned a few days ago from an extended business trip. He visited Grand Rapids, Detroit, Toledo, Indianapolis, Chicago and Milwaukee, and reports a successful trip in a business way. The feeling among business men appeared to be better the farther east he went. He visited the Indiana Hardwood Lumbermen's convention for a day or two. Mr. Smith has gone south for two or three weeks, to visit several mills whose stocks he handles, in Missouri, Arkansas and Tennessee. The Payson Smith Lumber Company has just negotiated for the purchase of a mill with timber supply at Hough, Mo., and Mr. Smith will spend some time at that point. The mill is now in operation with a capacity of about 25,000 feet a day. There are 2,840 acres of timber, oak and gum, in the deal—enough to keep the mill running for three or four years.

A. S. Bliss, representing the R. Connor Company of Marshfield, Wis., was here during the retailers' convention, and stayed over for a few days to look after trade in this vicinity.

The Eddy Lumber Company is the name of a new wholesale concern formed in this city by A. W. Eddy and S. B. Eddy. It will handle a general lumber line, and S. B. Eddy will represent the Minneapolis Sash and Door Company, handling their line of doors, also oak and birch finish. A. W. Eddy has sold his interest in the Eddy Sash and Door Company of this city, in which he has been concerned for some years, and will give his entire time to the wholesale line.

A. S. Bliss of the Payson Smith Lumber Company, is back at work again. He was down with the grip a few days ago and threatened with pneumonia, but escaped without the more serious trouble.

W. H. Shi of the Minneapolis Lumber Company has also been obliged to lose some time for business on account of the grip. He is back at his desk and in good shape again. D. F. Clark of Osborne & Clark has been confined at home with grip for over a week, and C. F. Osborne has also been more or less in disposed.

The regular monthly meeting of the Northwestern Hardwood Lumbermen's Association was held at the Commercial Club January 13. Owing to a light attendance the railroad questions being considered by the association were not formally taken up.

### Cadillac.

Conditions among the hardwood lumbermen the past week in Cadillac have been somewhat brighter. All the manufacturers in and near Cadillac, together with the manufacturers using hardwood lumber are making reports that are far more encouraging than for several weeks, although conditions are yet considerably below normal. Not a mill or plant in the city is idle except the Cummer-Diggins chemical plant and the Mitchell-Diggins Iron Company. The chem-



lead plant is now waiting for the completion of the mill house destroyed by fire some weeks ago. The building is all up but the apparatus is not yet here. The Cummer-Diggins flooring plant had been shut down a few weeks but they resumed business this week, as did the Cobles & Mitchell flooring plant. Nearly everything in town is again running full forces full time, and business in the city is in good condition.

The Cadillac Veneer Company held its annual meeting last week. H. W. Ingersoll of Elyria, Ohio, was re-elected president. F. H. Foster of Elyria, Ohio, vice president; E. W. Benjamin of Cadillac, secretary and treasurer, and Charles Thompson, Cadillac, manager. The officers, together with D. C. Baldwin of Elyria, constitute the Board of Directors for the coming year.

The elegant city hospital given Cadillac by the late Delos F. Diggins was formally opened on January 21. It will be conducted by the Sisters of Mercy. It has beds for thirty people and is a model of convenience and beauty.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, returned a few days ago from a trip to Minneapolis and Eau Claire. At the latter place he attended a meeting of the Wisconsin association.

### Wausau.

Extensive improvements, aggregating thousands of dollars, are being made in the power equipment of the Morgan Manufacturing Company, Oshkosh. Three boilers, one engine and a large heater are being installed. The boiler house was extended during the summer to make room for the additional equipment and to add to the capacity of the veneer mill. The new engine is of 1,000 horsepower, making the aggregate horsepower of the plant 1,400. The heater is rated at 1,500, being equal to that of the boilers. The total cost of the improvement will be \$10,000.

Lumbermen are not complaining much about the unusually mild weather and absence of snow in Wisconsin this year. At the time this is written (January 21) there is not enough snow in this section to make sleighing, a condition seldom witnessed. Still loggers are getting along better than they would if there was a heavy fall of snow, for the weather has been cold enough to make ice roads.

In conversing with a RECORD correspondent a prominent Wausau hardwood dealer recently said: "The manufacture of wooden toys has undergone important changes and made quite a difference in the hardwood trade in recent years. Not only have kinds and quantity been increased, but quality has been improved by the general substitution of hardwoods for soft woods formerly used by toy makers. The pine jumping-jack of forty years ago may have been as dear to the hearts of the little ones as are the soldier automatons of today, but it was not so well made or so handsome, and the soldiers will stand more hard knocks because they are made of maple or birch. More playthings are made for the children of today than the child of a generation ago dreamed of. He had his rocking horse, sled, top and perhaps a Noah's ark, but his visions and hopes went no farther. Today the birch and maple forests of Wisconsin and the ash and hickory of the middle West are transformed by lathe and scroll saw into beasts of the forest and field, birds of the air, fishes of the deep, appliances, games, vehicles, building blocks and other playthings without number."

The Northwestern Lumber Company has resumed operations in its mill in Stanley, after an idleness of two months. The mill will run day and night, logging camps will be filled with crews and there will be no curtailment of output.

The old Barker & Stewart Lumber Company's mill at Ashland has been sold to the Chicago Lumber Company of Manistique, Mich. It is being dismantled and moved to the northern peninsula of Michigan.

A two-story sawmill is nearly completed in Stevens Point, built by W. W. Mitchell. It seems strange at this late day to see a mill being built in that section, it being predicted thirty years ago that the available supply of saw logs would be exhausted in ten years. The pine is gone and hardwood is being shipped in by rail from the North.

The Greenwood Heading and Lumber Company has been organized at Greenwood, Clark county; capital stock, \$8,000; incorporators, Erastus Bowen, W. H. Palms, Thomas Fahey and John Shanks.

The Badger Stave and Lumber Company of Madison is another recent organization. Its capital stock is \$25,000; incorporators, Chandler B. Chapman, William D. Turner and Frances B. Chapman.

The Outer Island Lumber Company of Wausau is the name of a new organization; capital stock \$30,000; incorporators, A. L. Kreutzer, Charles A. Kreutzer and Paul H. Kremer.

The Doyon-Rayne Lumber Company of White-water has filed articles of incorporation; capital stock, \$30,000; incorporators, George F. Rayne, Bertrand H. Doyon and George C. Sprengel.

The Chicago and Northwestern Railway Company has withdrawn all its timber lands in Wisconsin and northern Michigan from the market and will use them for the growth of tie and bridge timber for its 7,500 miles of track. It is following the example of the Cleveland Cliffs Iron Company, which is systematically reforesting its more than 1,000,000 acres in the upper peninsula. The Northwestern has upwards of 400,000 acres in Wisconsin and Michigan, and not an acre will be sold at any price. The cutting will be done systematically and the underbrush and refuse cleared away. Trees will then be planted which will make good tie timber, the planting being done on a plan approved by Gifford Pinchot. Oak, maple, elm, cedar, hemlock and tamarack will be used for ties and all will be treated with the creosote preservative process at the company's great plant in Escanaba.

The government has asked for bids for building three mills in the "blown down district" on the Keshena Indian reservation. Millions of feet of timber, blown down in a cyclone a few years ago will be cut at these mills. Some of the hardwood, it is said, is now practically worthless for lumber.

The Crocker Chair Company of Sheboygan has started its plant in operation after several months' idleness and will give employment to 1,000 men. The Garton Toy Company of the same place has also resumed business.

About 400,000 feet of hardwood logs are being hauled daily over the Redissan branch of the Chicago, St. Paul, Minneapolis & Omaha Railway this winter. They are hauled to Chippewa Falls and Rice Lake mills.

The Girard Lumber Company, of Dunbar, is operating an improved log handler this winter which takes logs off cars with safety to employees. It can also be used in picking up sunken logs from the pond.

The mill of the Northwestern Lumber Company at Stanley, Wis., has resumed operations after being closed for two months.

The Snow Lumber Company, Edgar, has re-

sumed operations with day and night crews and is cutting about 75,000 feet daily, mostly mixed hardwoods.

### Toledo.

A blow was dealt the Toledo lumber dealers by the supreme court at Columbus when it held the Valentine anti-trust law valid and constitutional, thus barring all hope of relief from that source for the twenty-seven dealers who nearly a year ago were sentenced to the workhouse by the common pleas court here for a term of six months on an alleged violation of that law.

The cases of the lumber dealers were immediately appealed to the circuit court, where they have been continued from time to time pending the decision of the supreme court in the Toledo ice cases. As the ice cases raised virtually the same grounds of objection as the lumber cases and as they have been looked upon as a precedent for the lumber cases, the decision of the supreme court this morning came with crushing force. While the highest court held that the law itself is valid, it also held that the lower court exceeded its authority in imposing a workhouse sentence which involved menial labor as a part of the punishment, but ordered that the cases be remanded to the lower court for resentencing, limiting that court to the imposition of a jail sentence if imprisonment is desired.

In the lumber cases the defendants were also given a workhouse sentence of six months, which by the decision of the supreme court was a flagrant excess of authority and one which will result in the remanding of those cases by the circuit court for resentence, as was done by the higher court. Should this be done the only hope for a reversal will lie in the Supreme Court of the United States, where it is said the cases will be carried. This action will be taken upon the theory that the Valentine law is in contravention of the Constitution of the United States. The lumber cases will again be called in the circuit court here within a few days.

The S. N. Ford Lumber Company is the style of a new concern organized at Mansfield, Ohio, to take over the business of S. N. Ford of that city. It will be incorporated with a capital stock of \$50,000. Mr. Ford will retain an interest, the balance of the stock being taken by local business men of that city.

The plant will be rebuilt as soon as possible.

J. D. Watson and W. H. Hoppe, of Tiffin, O., are erecting a sawmill on their timber tract near Yamacraw, Ky., to supply materials for use at the new handle factory which they recently installed in that city. Both gentlemen are now on the ground looking after the improvements.

The Perkins lumber plant at Carey, O., was destroyed by fire last week. The loss will approximate \$10,000, including about \$1,000 worth of finished product. The plant carried \$2,000 insurance.

Fire which caused several thousand dollars' worth of damage broke out in the yards of the West Alexandria Lumber Company at West Alexandria, O., January 10. The blaze started in the office and spread to the lumber sheds and planing mill before anything could be done. A high wind wafted sparks into several parts of the town and numerous small fires occurred. The plant will be rebuilt as soon as the losses are adjusted.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

Local trade is entirely of the hand-to-mouth variety. Salesmen who ordinarily would go out and sell ten to fifteen cars a week are now glad to get orders for two or three. The consuming trade is buying only for immediate necessities. The average jobber feels very optimistic over the

value of his lumber and is playing a waiting game. There is very little price cutting reported from any source. The situation is well in hand, and both buyers and sellers believe there will be a renaissance of very fair trade within the next sixty days.



### Boston.

While not able to report any material increase in the demand for hardwood lumber, it is safe to say that a more optimistic feeling is in evidence. Several of the large dealers in Boston state they look for a large volume of business before long. As usual New England buyers are slower to respond to the easier money situation. It is the consensus of opinion that those buyers who take advantage of present prices will not regret it later when the demand becomes active. Manufacturers of hardwood lumber have not been piling up desirable stock to any extent. When the demand fell off the production was curtailed. This tends to keep prices fairly steady, but as is always the case during a dull period, holders can be found who will sacrifice profits in order to get rid of their stock and turn it into cash.

The stock-taking period is practically over and buyers know what grades are in small holding. Buying to replenish is in progress in a small way. Large manufacturing consumers are still under curtailment, but are buying a little more freely. A retail lumber dealer said this week that his stocks were small and that he thought the present was a good time to buy. Cedar is in fair demand. It is predicted that the cut will be smaller this year and that this will be reflected in a higher market for this wood.

Mahogany is selling. A strong call for veneers is reported. Quartered oak is not in large offering, still prices in a few instances are weak as compared with a few months ago. A scale of one inch has been made in this market as low as \$75, but asking prices of the best stock range from \$79 to \$83. Plain oak is still in rather free offering. Quite a little has been taken for export of late. Whitewood has not declined to the extent that some other lines have. Desirable stock is not in large offering. Ash is well held.

### New York.

Conditions during the past fortnight have shown an unquestionable improvement along several lines. There is still conservatism in purchases which continue to be confined in general to actual needs, but a most encouraging feature is that, notwithstanding this hand-to-mouth buying, there is but very little tendency to force sales or to crowd the market. This conservatism on the part of holders of hardwoods, together with the reduction in output at mill points, is holding the market very firm.

Stocks are by no means large in the local yard trade, while manufacturers are sailing very close to the wind, so that even a slight increase in general demand will be felt materially in the matter of limited supplies in the wholesale market. In oak there is sufficient plain stock to satisfy the present demand, but there does not seem to be any surplus. Quartered oak is holding its own and is not overplentiful. Supplies of oak timber do not appear to be in excess of the demand and are being consumed up to production. Maple is slow, but chestnut is firm on decreased offerings. Ash is very firm and the balance of the list is holding up well.

### Philadelphia.

There is a more hopeful feeling discernible in the hardwood market at this time than a fortnight ago, and although business still continues comparatively dull, inquiries are beginning to come in more lively, and more orders are being booked. The recent failures in the South and West have naturally had a depressing effect upon trade and it is deplored that the banks are not a little more lenient with their clients at this time, as many cannot stand the pressure of present business conditions. Reports coming in, however, that present embarrassments are undoubtedly only temporary, will have a good effect. Although it is the average feeling that trading will resume a near approach to old activity in the spring, and that 1908 will

see a healthy business, it is believed that conservatism will be the rule in buying, and that considerable exertion will be necessary to get orders. Reports coming in from all sides that the large industries which were obliged to lay off men are taking them on again, although with the compromise of shorter hours, are encouraging news for business. The furniture factories of eastern Pennsylvania are fairly active, but are cautious buyers; yardmen are engaged in filling up vacant corners.

Cigar box makers, after a practical standstill of a few weeks, report a decided improvement all along the line.

Although stocks at mill centers are not overplentiful, there has been some fluttering in values on certain grades, caused by the forcing of the market by some few small men, who were not willing to wait for better prices; on the whole, however, good stock holds steady and the best posted hardwood men are not forcing their goods, as they feel reasonably sure that as soon as trading becomes active, values will climb to normal position.

### Baltimore.

The hardwood situation as yet shows no promised changes, though firms and corporations have once more gotten down to the ordinary business routine and now keep an eye open for orders. These latter are still comparatively few in number, but the yardmen are being compelled to enter the market by the depletion of their stocks. The policy of providing only for immediate wants is still pursued to a large extent, but these wants are now pressing and the wholesalers are called on to supply them, the effect of the demand being immediate. No heavy accumulations are to be found at the mills and any increase in the inquiry is likely to be reflected at once in the quotations, which are comparatively easy at the present time, especially in the lower grades of oak, with respect to which marked quiet has prevailed. The supply of firsts and seconds is hardly ever in excess of the demand and as a result prices rule firm, but the other divisions of the oak trade are at times less satisfactory, which has been the case of late in the absence of a spirited demand from abroad, that would have induced the millmen to turn much of the low grade stock into heavy planks. The quiet on the other side of the Atlantic has caused a decline in prices, said by some shippers to be equal to \$5 per 1,000 feet, and as the range of values in the domestic market is relatively firmer, while various steamship lines have put up the freight rates, exporters are able to do little and must wait until the foreign buyers are willing to pay more or the rates drop. Ash and other woods also show little activity and values are generally easy. Poplar is the one exception, which has been and continues to be in comparatively good demand, and the lower grades sell as well as the high quality lumber. Box makers and other takers of commons are still buying with relative freedom and the mills are able to dispose of their holdings without difficulty. Planes are gradually resuming and the outlook seems to improve.

### Pittsburg.

If every inquiry would develop into an order there would be joy in abundance in Greater Pittsburg lumber circles. Actual orders are scarce and mighty hard to land. Shipments are few and far between on new business. Old orders that hung over from the good old times are about used up and it is a question of getting new business now or not doing anything. The mails of the past ten days have brought much encouragement to wholesalers in the shape of inquiries showing that the market is steadily broadening and that large buyers are beginning to take stock of their needs. While there is much price cutting in evidence, it is chiefly among the soft woods for the hardwood men in general are able to get their quotations if they hold out. It is evident that the firms which are

holding out are still now and then up to the market in all possible ways to get the best figures for the best lumber. This is making the taking of orders slow and tedious, but they are beginning to come for all that and in general wholesalers feel much better than two weeks ago.

In the matter of collections there is a distinct improvement. Not only is it a trifle easier to get accommodation from the banks but it is also true that many concerns have started to pay their bills, which have been in arrears for three to five months.

There are many reasons to believe that the building business will be good in Greater Pittsburg this year. This is especially true of house building and the building of small business houses and flats. As it is this sort of work which gives the lumber dealers the most business they have a right to look for a good increase in trade from the yards as soon as spring building begins. Just now the yards are not figured among lumber buyers, at least the yards in this vicinity. Neither are the railroads. It is from the outside mills and the manufacturing plants that most of the inquiries are coming and from contractors who have large jobs of public improvement work to be done.

### Buffalo.

The lumber trade is coming slowly back into form again, and though there is not as much demand as there was a year ago some of the dealers rather welcome the fact. One of the leading hardwood dealers said a day or two ago that it was one of the best things that could have happened to his branch of the trade. Stocks were getting so low that it would take a full year to bring them up to old standards if there was no selling at all.

While not all the hardwood dealers feel exactly that way they are much pleased over the way prices have held up and if there is a steady increase in inquiries all through the hardwood trade there will soon be business enough. Some reports state that collections are improving, as nobody is now hoarding up money.

Plain oak, birch and chestnut are quiet and quartered oak, maple, ash and poplar find a fairly ready sale at pretty nearly old prices, with some dealers doing well in elm and basswood, though not all of them now carry these woods in much assortment.

The mills owned by local hardwood interests are generally busy, though they are all run with reference to the changed state of trade.

When the furniture expositions are over, if the sales have been fair, the hardwood trade will look for a revival of demand, though it will no doubt be March or later before much of a stir is apparent. It is everywhere felt that there will be nothing but improvement from this time on and no impatience should be shown if it seems slow.

The Hardwood Exchange is prepared to meet the inspection committee of the National Hardwood Association on the 28th, after which a delegation will go on to New York for the meeting that the committee is to hold there next day. At least President Stewart and O. E. Yeager will go down and possibly one or two more.

### Bay City and Saginaw.

The hardwood lumber industry is not the moment rather dumphish. Buyers haven't taken hold as yet in making contracts for stock, and while the outlook is fairly good there is but little doing now on that account. Some sawmills are cutting stock right along and a few are running day and night. This will be continued if trade brightens up, but if it does not there will be a sharp curtailing of operations in the matter of manufacturing very soon. Some firms report that unless there is an early change in market conditions within thirty days mills will shut down.

There is not so far as can be seen for



any lowering of prices manifested in the matter of prices. It is just a matter of buyers holding off until they are able to judge as to probable trade conditions during the coming spring and summer.

#### Columbus.

Marked improvement has been noted in the hardwood trade in central Ohio within the past fortnight. Orders are larger and more frequent and confidence in the future is being rapidly restored. Buying is more general both from the dealer and from manufacturing establishments, which are gradually resuming operations.

Prices are firm under the increased demand, and the policy of mill owners is not to resume operations until conditions warrant such a move. Poplar is still the strongest point and prices are practically unchanged. The weakness in No. 2 common which developed several weeks ago is gradually disappearing.

Oak is stronger also. Ash is in better demand and chestnut and elm are wanted in some directions and prices are growing firmer.

#### Indianapolis.

There is more optimism than business in the local hardwood market just now, the increased optimism being due to the encouraging outlook of the local financial situation. While Indianapolis has been slower than any other city in the state to recover from the financial stringency, it is generally believed that the conditions are growing better every day.

Plants using hardwoods for manufacturing purposes as a rule have small stocks, which will mean lively buying when they resume with full forces. Prices are still weak but will doubtless improve with more plentiful money in sight.

It is reported that conditions in southern Indiana are more favorable than in this vicinity and that hardwood men are doing considerable business with increasing inquiries daily. Prices, consequently, are steadier in the vicinity of Evansville than in Indianapolis.

#### Milwaukee.

Lumbermen of Milwaukee report the demand for hardwoods at the present time inactive and say that the few sales made are at low prices. Plenty of inquiries come in but no sales result from them. Stock is being held by the dealers for higher prices, none caring to dispose of their lumber at the low prices now prevailing, for an advance in values is inevitable. The curtailment in the production of hardwood has been heavy and dealers believe prices will advance as soon as there is the slightest demand.

The Milwaukee retail yards still have a small supply of hardwood in stock and are buying only what is absolutely necessary. All of the dealers anticipate an early resumption of trade, as practically all the manufacturing plants using hardwood are again in operation and their present supply will soon be exhausted.

#### Bristol, Va.-Tenn.

There is now a much better feeling in lumber circles in this section, and indications are that the policy of curtailment is serving to strengthen the situation and to establish a lower and firmer basis for future activities. While many mills are still closed, a large number of those which suspended during December are again in operation and others will resume very soon. More inquiries are being received, and this is regarded as the most encouraging feature of the situation. Manufacturers here fear the threatened evil of overproduction and that this may result in temporary setbacks.

Confidence is reviving at a rapid rate, bank reserves are rising, money is getting easier and withal the situation is infinitely better than it was at the beginning of the new year. Exporters report that conditions with them are better, though the market is still "off."

#### Cincinnati.

During the last fortnight there has been considerable change for the better in the local hardwood situation. There has been a more brisk inquiry for hardwoods and now that the money market has straightened out dealers are anticipating a constant increase in business. Poplar is still the best in the line of hardwoods, and while there has not been any increase in prices, sales are made at good values. Dealers here are not overstocked on that wood, and as a shortage has been talked about they will not dispose of it at concessions. Oak, both quartered and plain white, is in better request and prices are steady. Cottonwood and gum have been rather quiet, but towards the latter part of the week showed added impulse. Hickory, walnut and mahogany have all experienced a better inquiry, and now as the furniture and kindred manufacturers have resumed operations the demand for those woods will soon show more activity. No trouble from car shortage is being experienced by dealers here.

#### Evansville.

There has been a slight improvement in the hardwood market here during the past two weeks. Inquiries have been coming in more freely and there has been quite a lot of lumber moving as most of the factories have given orders for the completion of their old contracts and are buying what lumber they need to keep running. They are buying very little for future needs. Building has increased during the month, a great many more permits being issued during January than the two preceding months—this branch of the business being favored much by the weather, January being almost an ideal month in this section. Quartered red oak seems to be about the best seller in this market with scant stock in most cases, as most of the mills plain-sawed their red oak while plain oak was in such good demand.

#### Chattanooga.

So far as the lumbermen of this city and section are concerned, the financial flurry is now practically over. Lumbermen here do not believe, however, that the business of this year will come up to that of last year, but they say the situation has improved much since the depression came on. They are receiving many inquiries and some sales at good prices have been made within the past few weeks. Prices, however, are a little off. Oak is about \$1.50 per thousand less than it was last year. Dry stocks are somewhat scarce, and it is predicted that prices will advance again in the near future.

#### St. Louis.

Hardwood conditions show little change over two weeks ago. There is a little increase in the demand and more inquiries are coming in, but buying is not improving to any great extent. Conditions are not any different from what has been expected on account of the usual dullness at this season of the year, although it was thought that there might be a little betterment before the usual spring buying, which will begin about the first of February. Quartered oak is in fairly good demand and the prices are firm. The scarcity of this item causes this. Poplar and ash are pretty good sellers, when the condition of the market is taken into consideration. Low grade cottonwood and cottonwood boxboards are in fairly good demand. Plain oak has little sale and prices are somewhat weak. Just as soon as buying commences it is thought that prices will stiffen on this item. Gum conditions are just about the same. Cypress conditions have shown no change. Finishing and edge grain flooring are scarce.

#### Nashville.

About the only kind of business people in Nashville who are not declaring that business

is rapidly resuming normal proportions are the banks and the real estate men. The banks do not care to announce the fact for fear that too many people will want to come and draw their money just to see if they can get it, and the real estate people say they do not expect things to open up brisk until the spring. The lumbermen of Nashville, however, are among those who believe that things are rapidly getting in better shape and that they will soon again be normal. It is given out by them that the local market is firmer now than at any time since the banks took such radical action in regard to the payment of currency and the extension of credit, which they did in the latter part of October. A general feeling of confidence prevails and lumbermen all seem anxious to get back at things and be busy again. The encouraging reports of conditions in New York—with plenty of money there—are being received here with pleasure and are reflecting a healthy glow to the business outlook. Lumbermen are looking for brisk business in the near future and good prices. There are signs of short stocks in the retail yards and this together with the curtailment that was adopted by all the big yards during the financial spell is expected to make things quite active. While a better tone obtains prices are unchanged. Inquiries are more numerous and collections are better. Quite a number of the mills are sawing lumber that is coming down the river, and most of them are getting ready to reopen their country sawmills as soon as conditions will warrant. Some in fact have already done so. The concerns are putting their salesmen out again and this is expected to prove a big factor in showing that confidence has returned and people want to sell stuff.

#### Memphis.

Demand for hardwood lumber is gradually improving. The trade is encouraged over the increased number of inquiries which are taken as the basis for expectations of material increase in the volume of business in a short while. Buyers have evidently been of the opinion that by waiting they would be able to force a further decline in hardwood lumber but they have not made much headway in this and the opinion is held here that, when they discover that they will be unable to bring about lower prices by their hand to mouth policy of purchase, they will enter the market on a larger scale at the prevailing level. There have been some fair-sized orders booked here for various items during the past fortnight and some of the shrewdest observers of the market and general market conditions express confidence in a decided turn for the better in a short while. Production is larger than a short time ago but this is comparatively small when taken in connection with the normal for this time of the year. There is no large accumulation of stock and the market is not forced to carry a surplus that proves burdensome. Both manufacturers and wholesalers are facing the situation with confidence and there is almost, if not quite, complete absence of pressure to sell, particularly of forced liquidation.

There have been some fair orders during the past few days for both red and clear sap gum in the higher grades and the market thereon is showing steadiness. The lower grades, however, have been selling at a considerable decline. Cottonwood appears to be holding its own fairly well in the higher grades, while the lower are quite steady under the stimulus of light offerings and a good demand. Plain oak is rather slow of sale but there is a fair business in quarter sawn red and white, with the latter perhaps a shade the more active. Poplar is steady, but the demand is rather quiet at the moment and the steadiness is in some measure the result of the lightness of offerings. There is considerable cypress for sale and the demand for this is small, with the result that it is one of the most unsatisfactory items of the entire list. Re-



ports indicate that ash is not holding quite as high as recently. The demand for this is not coming up to the expectations of the trade but there is very little of this lumber being moved except at full quotations.

#### Minneapolis.

The factory trade here continues conservative. Most of them are running light, with a limited supply of orders ahead, and they only buy for immediate wants, a car or so at a time. However, there is more business than last month, and the amount of inquiry promises an improvement soon. There is a resumption of buying from retail yards, and quite a little mixed car business is reported, calling for wagon stock, flooring and other items of yard stock. The city demand for flooring is good for the time of year.

The market here does not show any particular weakness, owing to the extremely light offerings of stock, excepting in plain oak. Both in red and white oak it is ruling at \$4 to \$6 a thousand off the quotations of last fall, the prevailing local price being \$46 to \$47. Quarter-sawn red oak, on the other hand, seems about out of the market, and quartered white oak is scarce and high in price, ruling about \$3 over the quotations made early last fall. Birch remains steady at about \$2 a thousand off the lists made

in the fall, and there is no embarrassing surplus of this stock. The general report indicates light log production. Unseasonably warm weather is hindering work in the woods, as there is not enough snow for hauling, and unless it comes soon the winter's work will be badly interfered with. Basswood is in very limited supply and the price is holding up well.

#### Toledo.

There has been no decline in prices here, although the demand is still inactive. Poplar is perhaps more active than anything else, the receipts being fairly heavy for this season of the year. The box factories are consuming their usual quota of basswood when it is to be had, and when it cannot be secured they are filling in with such substitutes as are at hand. Oak is still enjoying a fair demand, which is coming largely from the various factories. Elm and birch are finding a very slow market here.

Consumers are not disposed to buy heavily on prospects, but seem to be awaiting the development of spring business before placing any very extensive orders. Stocks, however, are not nearly so large as they were a year ago, and any rush of business will necessarily mean the placing of many and large orders for materials. In the meantime there is noticeable a slight improvement of conditions, inquiries increasing, factories adding new help and the consumption along all lines being a trifle enlarged within the past few days.

#### Rhineland, Wis.

The snows that struck Chicago and Milwaukee last Sunday did not reach this vicinity and we are still very much in need of it. Comparatively little hauling has been done so far, for even in making ice roads some snow is desirable to cover up the stones and fill up the holes, and as for ice roads there is no water to make them. The creeks, exposed to two months of cold weather, have frozen almost solid and in most cases it is impossible to get water to fill the tanks. Many camps have been broken up as far as skidding goes and more will be unless we get snow very soon.

The hardwood lumber business is very quiet and many consumers seem to have an idea that by holding off they will get lower prices, but they are going to be mistaken in this. Prices are steadily strengthening; the weak brethren who have been cutting prices to get ready money have paid their most pressing debts and are now holding their stock. The box factories are again at work cutting up low-grade stock and some of them will be in the market for lumber before long.

#### Liverpool.

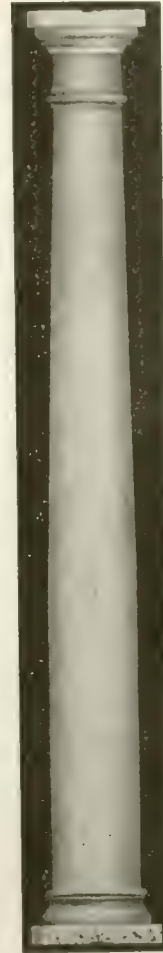
Trade here was almost entirely suspended during the past fortnight for Christmas and New Year holidays and when one comes to look back at the year which has passed there will not be many who can say they are much richer as the result of the year's timber trading. There have been very few bright spots and it has been a year starting with prices at a high level and almost in every case ending with a lower. Hickory is perhaps the only item which can be truly said to be more valuable on January 1, 1908, than it was one year ago. These logs are coming in very slowly and the few parcels, mainly shipped from New Orleans, have realized extraordinary prices. All the buyers have been clamoring for the wood and undoubtedly still higher prices will be seen. Nothing less than several cargoes would satisfy the present wants of buyers on this market such is the enormous demand of all interested. We do not anticipate much movement in mahogany, but the market, as is usual at this period of the year, will have an upward tendency. With regard to other lumber all look to a firm market for most classes of prime stock, but it is the opinion here that Nos. 1 and 2 common stock in oak and poplar will not maintain present values.

## Mr. Dealer:

Write for a sample of our **SOLID BORED COLONIAL COLUMN**, the Column that will surely satisfy your trade.

Guaranteed not to check or split. Members sawed from solid lumber. We glue or mitre nothing.

**NEW PROCESS.** Columns turned direct from the log, primed one light coat of lead by hand.



Continuous air space from top to bottom, overcoming all danger from decay.

**Columns Right  
Prices Right  
Shipments Prompt**

We would be pleased to have an opportunity of quoting on your season's demands.

**Memphis Column Co.**  
Memphis, Tenn.



## An Open Letter to the Lumber Trade

DETROIT, MICH.,

Dec. 24, '07.

Gentlemen:-

In times like the present when it is difficult to make money, is not the question of saving it of even greater than usual interest?

Russel Logging Machinery reduces cost of operating when in commission; it requires NO feed when out of commission.

May we tell you more?

**RUSSEL WHEEL & FOUNDRY CO.**  
DETROIT, MICH.

## POPLAR

Rough and Dressed  
SOUTHERN HARDWOODS

**M. A. HAYWARD**

1021 Saving and Trust Bldg., Columbus, O.



# AT COST

IS AN UNCOMMON TERM AS APPLIED TO INSURANCE

But this is the actual price of Indemnity against Fire Loss furnished by the

## Manufacturing Lumbermen's Underwriters

THE STRONGEST INSURANCE ORGANIZATION  
TO-DAY IN AMERICA

The saving is not on a  
small portion of  
your insurance but on the  
entire line.

There are other advantages  
equally interesting.



Only well built plants  
with adequate protection  
and at least  
five years timber  
supply are considered  
eligible.

FOR LIST OF MEMBERS AND FURTHER INFORMATION, ADDRESS

**HARRY RANKIN & CO.      Kansas City, Mo.**

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# HARDWOOD RECORD

- Reaches more manufacturers, jobbers and consumers of Hardwood Lumber than all the remainder of the lumber trade press combined.
- Prints more hardwood news than all the remainder of the lumber trade press combined.
- Is not only the only hardwood paper, but the best lumber paper printed.



# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line. Headings counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYES WANTED.

### SALESMAN WANTED.

Experienced hickory handle salesman. Address, "686," care HARDWOOD RECORD.

### COMMISSION MEN WANTED.

To sell Michigan hardwood to furniture trade in middle West and East. Address "BOX 385," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### HIGH-CLASS MAN

Wants position as buyer and inspector in South or Southern manager for northern concern. Best Chicago and Memphis references. Address "BOX 232," care HARDWOOD RECORD.

### WANTED.

Position as buyer and inspector of hardwood lumber. Several years' experience handling wagon material. Best of reference. T. M. MORRIS, Stevenson, Ala.

## LUMBER WANTED

### HICKORY WANTED.

Five to ten cars second growth white hickory squares for golf shafts, best quality. Address, "MARSHALL," care HARDWOOD RECORD.

### WANTED.

To purchase one car of Cull Cherry, plumb thickness; two cars poplar culls; three cars common basswood. Quote prices f. o. b. Philadelphia.

SHEP & VANDEGRIFT, INC.,  
814 N. Lawrence St., Philadelphia, Pa.

### ROCK ELM WANTED.

1 1/2" and 2"—60,000 feet No. 1 common and No. 2 common, for immediate shipment, all rail.

1 1/2" and 2"—100,000 feet No. 1 common and No. 2 common, for shipment summer 1908, water delivery, New York.

INDIANA QUARTERED OAK CO.,  
5 E. 42nd St., New York, N. Y.

### WANTED.

4/4" and 6/4" sound wormy chestnut cut to dimension. Stock to be kiln dried or well air dried. Address

Lumber Department,  
NATIONAL CASKET CO.,  
501 Monongahela Bank Bldg., Pittsburg, Pa.

### WANTED—HARDWOOD LOGS.

200,000 ft. 28" and up White Oak logs.  
200,000 ft. 12" and up Walnut logs.  
50,000 ft. 12" and up Cherry logs.  
C. L. WILLEY, 1235 S. Robey St., Chicago.

### OAK WANTED.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds.  
CONTINENTAL LUMBER CO.,  
1213 Monadnock Bldg., Chicago, Ill.

## TIMBER LANDS FOR SALE

### NEW YORK STATE TIMBER LAND.

320 acres land for sale near this city, contains 150,000 Red Cedar posts, 6 to 8 inch tops, 2,000 A. I. telephone poles. A large amount of elm, maple and tamarack timber.  
"PAGE," 33 East Avenue, Rochester, N. Y.

### SOUTHERN TIMBER LANDS FOR SALE

Have some exceptionally attractive propositions in southern timber lands, pine, cypress and hardwood. If you have money for such investments write me.

JOHN C. ENGLAND,  
1124 Missouri Trust Bldg., St. Louis, Mo.

### SPLENDID OPPORTUNITY.

I have several tracts of very fine white oak, red oak, poplar, hickory, chestnut, and pine and other timbers for sale in southeast Kentucky and Pentress county, Tennessee. Also fine coal propositions. New railroad being constructed through these tracts. For particulars write  
S. S. HULL, Carthage, Tenn.

### ALBERT FRIEDSAM

Buys and sells timber lands. West Virginia stumpage a specialty. Some bargains in oak, chestnut, hemlock, etc. Can furnish large or small tracts. Correspondence invited with those who wish to buy or sell. Address  
619 Park Building, Pittsburg, Pa.

Long distance Bell phone 644 Grant.

## TIMBER LANDS WANTED

### TIMBER OWNERS.

I am in the market for timber lands, hardwoods or longleaf pine, from owners only. No brokers. O. B. LAW, 85 Dearborn St., Chicago, Ill.

## LUMBER FOR SALE.

### SMALL DIMENSION OAK

For sale, made from 4/4, 5/4, 6/4 and 8/4 boards. Can cut sizes to suit the consumer; also boards on grade, usual length for railroad ties and bridge timbers. Address  
E. F. CAHILL, Madison, N. C.

### FOR SALE—QUARTERED WHITE OAK.

100,000 feet 4/4 No. 2 Common and better, dry and nicely figured. Address  
A. C. WEST LUMBER CO., Memphis, Tenn.

### WHITE OAK PILING

For sale, one or two carloads, 18 to 45 feet long, mostly 30 feet and up.  
JOHN T. GRAFTON, Sycamore, O.

### FOR SALE.

One car each 4/4 and 8/4 dry plain oak.  
One car 4/4 and 8/4 hickory.  
Two cars chestnut poles, 20' to 35'.  
A. D. SACKETT, New Lebanon, N. Y.

### FOR SALE.

2,000,000 feet Mississippi Valley band sawed four quarter Cottonwood.  
1,000,000 feet No. 1 Common.  
600,000 feet first and second.  
500,000 feet boxboard.  
200,000 feet panel stock.  
Address, WILLIAM C. BALLARD COMPANY,  
Todd Bldg., Louisville, Ky.

### FOR SALE.

30,000 feet Basswood 1" to 4" thick No. 1 common and better; 40,000 feet hard maple, 2" and 3" No. 1 common and better.  
JOHN T. GRAFTON, Sycamore, O.

## MACHINERY WANTED

### WANTED.

Debanco rim bending machine, 12" straps. Must be in good condition. State price. Address

"A. C.," care HARDWOOD RECORD.

## MACHINERY FOR SALE

### BAND MILL FOR SALE.

Smith, Meyer & Schnier 6' band mill and filing room machinery. Good as new. Has not sawed half million feet. Address  
"S. B. E.," care HARDWOOD RECORD.

## RAILWAY EQUIPMENT

### LOCOMOTIVES FOR SALE.

Narrow or standard gauge from 7 tons to 70 tons; over 165 locomotives of various types at our shops.

SOUTHERN IRON & EQUIPMENT CO.,  
Atlanta, Ga.

### RAILS AND LOCOMOTIVES.

All inquiries for industrial railway equipment listed before RECORD readers will find ready response.

HARDWOOD RECORD, Chicago, Ill.

## BUSINESS OPPORTUNITIES

### WANTED.

Partner with \$5,000 to take half interest in good paying manufacturing business. Address  
"BOX 164," Winchester, Ky.

### WILL SELL AT A BARGAIN

One or two manufacturing plants. One in South Carolina and one in North Carolina, both in small towns. Plenty hardwood to work. Write me for particulars. D. W. SWITZER, Roebuck, S. C.

### WANTED—TO SELL

1,500 acres fine delta land, 700 in cultivation; 800 acres fine virgin timber; a 20M capacity mill, one-third cash and balance on terms. Call on or write W. T. KNIGHT, Dubbs, Miss.

### FOR SALE OR TRADE.

Saw and planing mill. Up-to-date hemlock and hardwood circular mill for sale or trade at a sacrifice. Easy terms. Going out of business. This is a snap and no joke.  
432 LUMBER EXCHANGE, Minneapolis, Minn.

## MISCELLANEOUS

### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address  
Editor HARDWOOD RECORD.

# WHO BUYS HARDWOODS?

## Do You Want the List?

The Hardwood Record supplies free of charge to its lumber advertisers a bulletin service showing the annual requirements of lumber, dimension stock, veneers and panels of consumers of those materials throughout the United States and Canada.

Specifically, the items of the bulletins recite:

Name of state and town  
Name of concern  
Name of buyer  
Line manufactured

Kinds, grades and thicknesses of Lumber  
Kinds and sizes of dimension stock  
Kinds and thicknesses of veneers  
Kinds, thicknesses and sizes of panels.

The paragraphs are cut from the bulletins and pasted on patent cards, the numbered tabs corresponding to the kinds of lumber **not** used are removed, and the cards are filed in alphabetical order between state guide cards. No house not in good commercial repute is listed. The card index thus formed, which requires but about an hour's work by a clerk once a week, forms a complete roster of the hardwood requirements of all users, and is an invaluable adjunct to the sales department of every manufacturer and jobber.

This service is free to all advertisers, save the patent index cards which show at a glance the kinds of lumber used by each concern, and which are sold at \$3.50 a thousand, the state guide cards costing 75 cts. a set.

Write us about this service.

## HARDWOOD RECORD

355 Dearborn Street

CHICAGO

### CORRESPONDENCE SOLICITED

When you have anything to sell, or wish to purchase anything in the way of

### HARDWOOD LUMBER

CROSS TIES OR PILING

Norval Osburn, Seaman, Ohio



WHEN IN DETROIT

STOP AT

### THE TULLER

Adams Ave. & Park St.

Absolutely Fireproof

In the center of the shopping, theater and business district. A la carte cafe—grill-room. Service unexcelled. Every room has bath.

Rates. \$1.50 per day and upward

M. A. SHAW, Manager.

## Locations

FOR

Saw Mills  
Furniture Plants  
Handle Factories

Dimension and Wagon Material

ALSO

Timber Lands on Lines of the  
Illinois Central

AND

Yazoo & Mississippi  
Valley Railroads

For Full Information Address

**J. C. Clair,**  
Industrial Commissioner

1 Park Row, Chicago

### COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.  
**S. D. CHILDS & CO.**  
Chicago  
We also make Time Checks, Stencils and Log Hammers.



## Your Wants

Will be promptly and satisfactorily filled through a short advertisement in the Wanted and For Sale section of the Hardwood Record.

### It Will Help You

To move a special line of stock.  
To purchase lumber usually hard to find.  
To acquire or dispose of machinery or mill property.  
To locate competent employees.  
To buy or sell timber lands—and many other things.  
Most Gratifying Results for Very Little Money.

**Write Us Today**



ESTABLISHED SINCE 1880

# TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON  
**PACIFIC COAST**

We employ a **larger** force of **expert** timber cruisers than any other firm in the wor.d. We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enables the buyer to **verify** our reports at **very little expense** and without loss of **valuable time**. Correspondence with bona fide investors solicited.

## JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE.

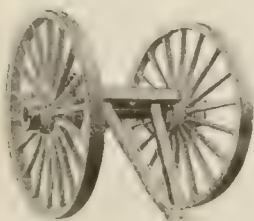
608 Hennen Bldg., NEW ORLEANS  
1200 Old Colony Bldg., CHICAGO

LARGEST TIMBER DEALERS  
IN THE WORLD

507 Lumber Exchange, SEATTLE  
829 Chamber of Com., PORTLAND

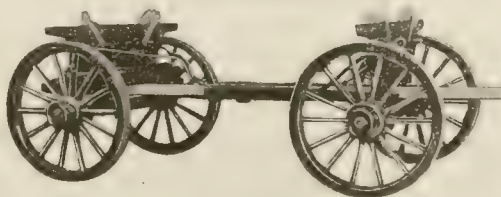
## BODLEY WAGON COMPANY MEMPHIS TENN.

(ESTABLISHED 1832)



LOG CART

This cart is conceded to be the lightest running cart on the market.



LOG WAGON

COTTON WAGONS, CANE WAGONS, TURPENTINE WAGONS, LOG WAGONS, CANE CARTS FOR OXEN AND MULES, BAGASSE CARTS, LIGHT CARTS, LOG CARTS, CONTRACTORS CARS AND CARTS, CANE CARRIER FEEDERS, DERRICKS, CANE SLINGS, HORSE POWERS



LUMBER BUGGY

## THE 1907 CATALOGUE OF CRESCENT WOOD WORKING MACHINERY

TELLS ABOUT THE

## THREE NEW MACHINES IN THE CRESCENT LINE

Send for your copy right away. It's free for the asking.

Band Saws  
Jointers

Saw Tables

Single Surface Planer  
Single Spindle Shaper  
Disk Grinder

THE CRESCENT MACHINE CO.

21 Columbia Street, LEETONIA, OHIO



Crescent Swing Cut Off Saw

# LIDGERWOOD MACHINES

WILL STOCK YOUR MILL

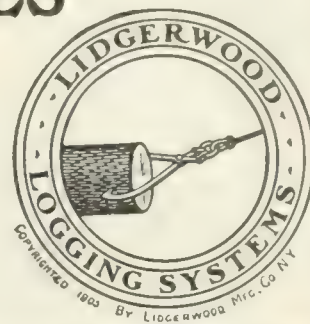
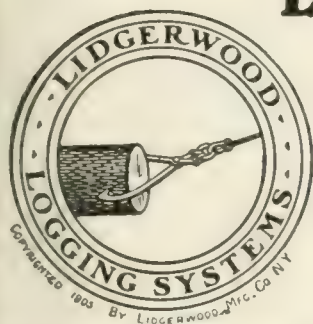
SKIDDERS  
SNAKERS  
YARDERS

LOADERS  
PULL BOATS  
CABLEWAYS

## LIDGERWOOD MFG. CO.

96 Liberty St., New York.

Logging Machinery Branch Houses: ATLANTA, GA., SEATTLE, WASH.  
Agency: Woodward, Wight & Co., Ltd., New Orleans, La.



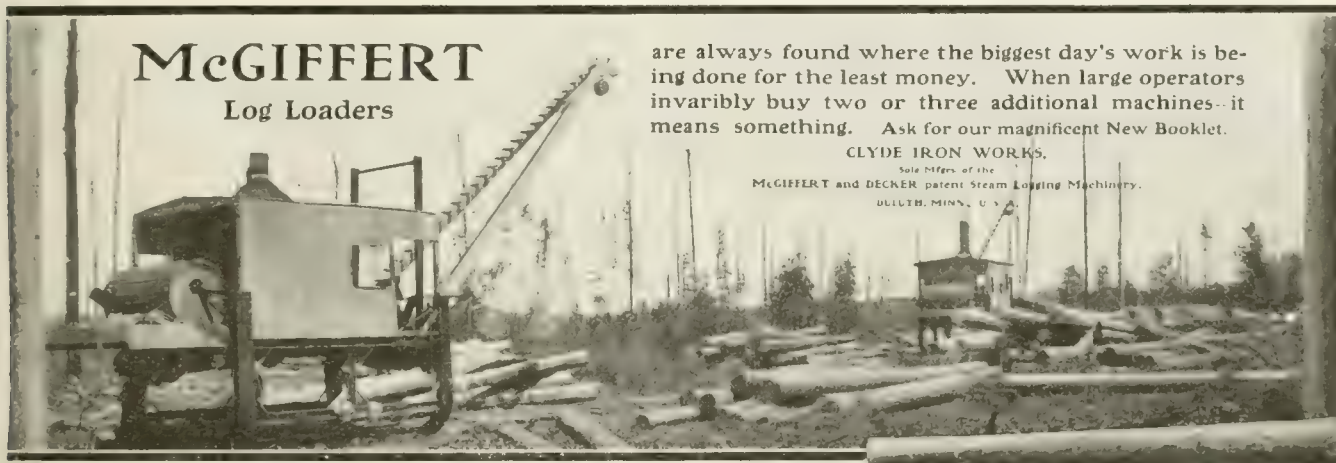
## McGIFFERT

Log Loaders

are always found where the biggest day's work is being done for the least money. When large operators invariably buy two or three additional machines--it means something. Ask for our magnificent New Booklet.

CLYDE IRON WORKS.

Sole Mfrs. of the  
McGIFFERT and DECKER patent Steam Logging Machinery.  
DULUTH, MINN., U.S.A.



## A RUSSEL DONKEY SKIDDER

That is operated resting on car at Rail Road;

That is moved through the woods by its own power and operated independently of R. R. for skidding to sleigh and wheel hauls;

That moves itself up and down mountain sides to any vantage point for handling mountain timber.

We build Logging Machinery to meet the varying local woods conditions.

Would our Catalogue interest you?

### RUSSEL WHEEL & FOUNDRY COMPANY

DETROIT - - MICHIGAN

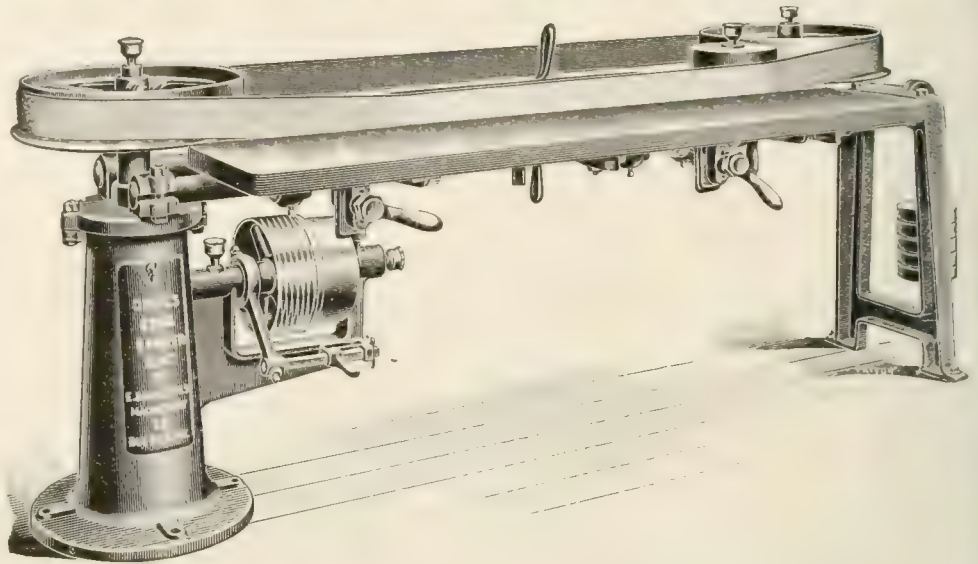




# DIEHL EDGE SANDER

Will Sand Table, Desk and similar tops; Chair Seats, also Sand Oval Shapes, Quarter Round, O. G. and Serpentine Shapes; is just what is needed in Organ, Table, Desk and Furniture Factories.

It is a great saving in handling stock, and is the only Sander made that will Sand the edges rapidly and perfectly.



Manufactured by

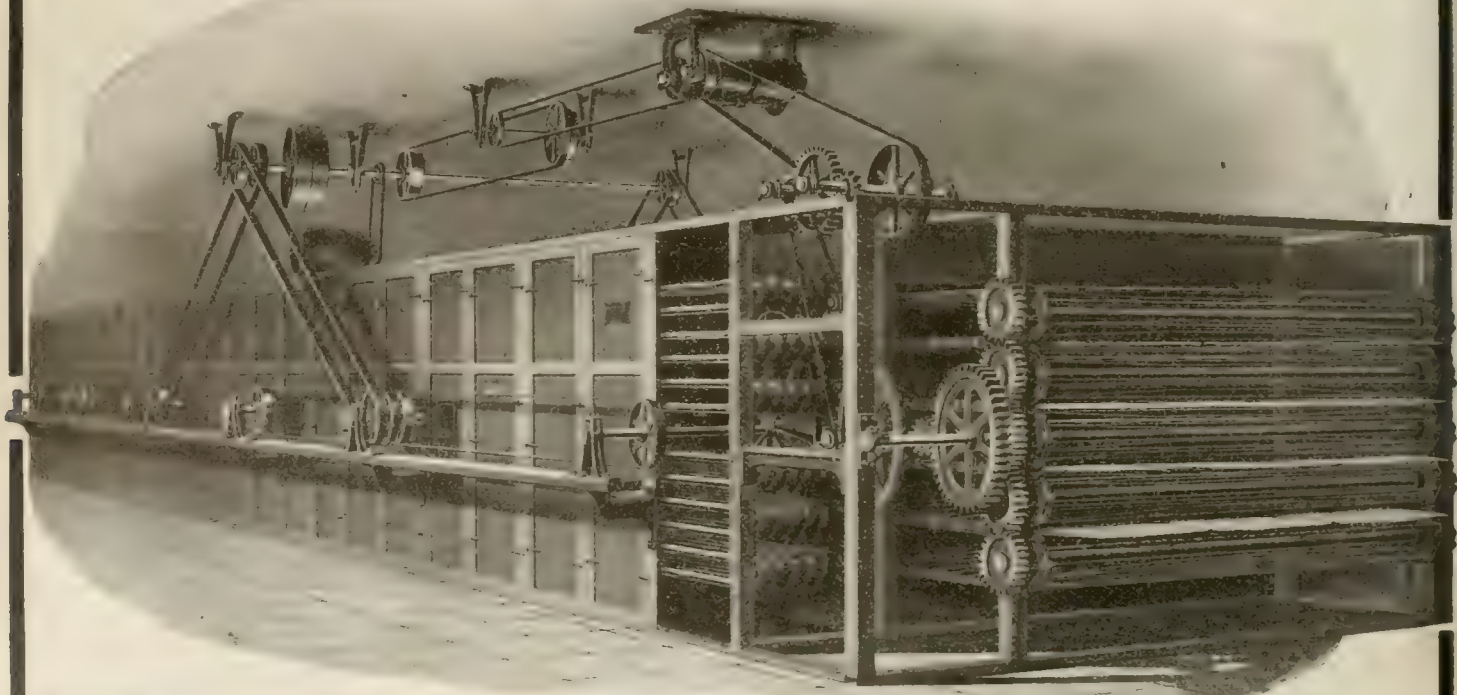
## E. & B. Holmes Machinery Co.

Buffalo, N. Y.

Send for Book  
and lot of references.

## NEW VENEER DRYER

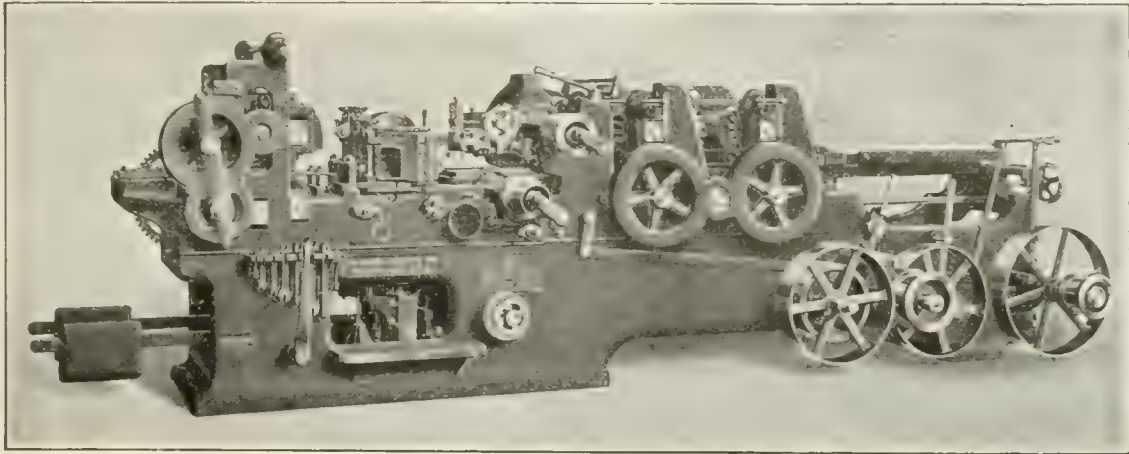
"Proctor System"  
Automatic Girt Conveyor Type



No Rolls to Jam.  
No Aprons to Adjust.  
Quarter inch handled better than Roller Dryer.  
Fortieth inch handled better than Apron Dryer.

The Philadelphia Textile Machinery Co., Hancock and Somerset Sts. Philadelphia, Pa., U. S. A.

# No. 24 C FLOORING MACHINE



A heavy, powerful, eight roll matcher particularly suited to producing, in quantity, Hardwood Flooring of High Finish. SPECIAL PATENTED Appliances and Attachments. Write us and we'll tell you how we can double your output and improve the quality.

## S. A. Woods Machine Co., Boston

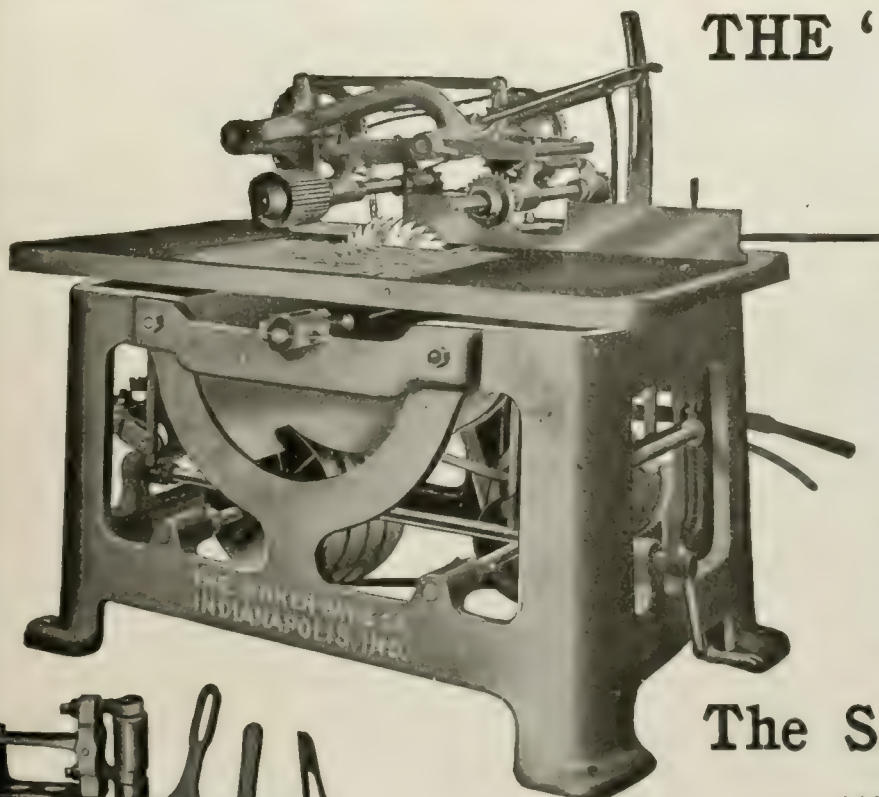
CHICAGO  
811 Railway Exchange

JACKSONVILLE

SPECIALISTS IN  
FLOORERS, PLANERS AND MOULDERS

SHREVEPORT

SEATTLE  
617 Lumber Exchange



## THE "HOOSIER" SELF-FEED RIP SAW

The cut shows a front view of our Hoosier Self Feed Rip Sawing Machine; it has a square raising table, easily operated by a crank in front of the machine and is always firmly locked, at any point, thus preventing any jarring or falling down and doing away with all clamp bolts and screws. The machine has our patent feeding device, with two feed shafts, one in front of the saw with a thin star feed wheel and one in the rear with a corrugated roll, the advantage of which can be readily seen.

This machine will rip stock 6 inches thick and by using the saw on the outer end of the mandril will take in stock 17½ inches between guide and saw. It can be used with a gang of saws by the use of spacing collars on the mandril. It has no equal in the rapid production of slats, cleats and dimension material of all kinds. Price \$175.00.

We also build the machine with a movable saw, at a slightly higher price.

Write for Full Description.

## The Sinker-Davis Co.

Manufacturers of  
SAW MILL MACHINERY  
Indianapolis, Ind.

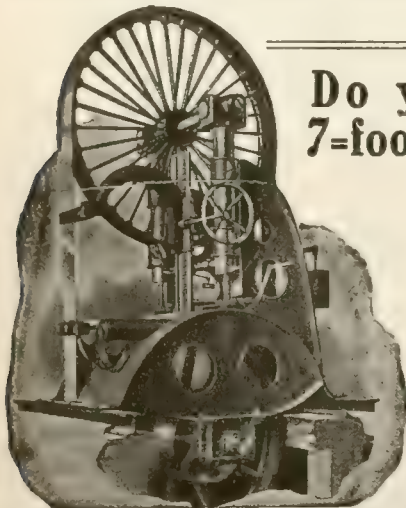




## KLINE'S 8-Knife Excelsior Machines

Are to be found where the most excelsior is made for the least money. The largest operators in the U. S. have bought from one to four additional machines. There's a reason for that. Install improved machinery now and be ready for the hum of business. We make everything for the excelsior mill. Catalog and price list if interested. Manufactured by

**LEWIS T. KLINE**  
ALPENA, MICHIGAN

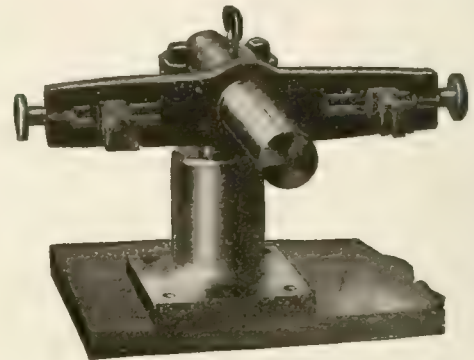


## Do you want a 7-foot band mill?

This is a first-class machine and will give the best of results. It is strong, well made, and as good as it looks. Write us and we will give you full particulars.

**Phoenix Mfg. Co.**  
Eau Claire, Wis.

## Automatic Knife Setting Device



Flooring Manufacturers should be especially interested in this device for setting knives on matcher heads. It does the work quickly and accurately. Used by the biggest and best factories. Let us tell you about it.

**Cadillac Machine Co.**  
SOLE MANUFACTURERS  
CADILLAC, MICH.

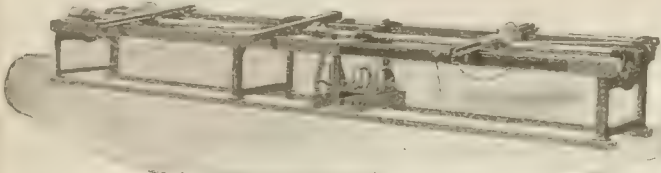
## Raise the Grade of Your Lumber BY TRIMMING IT

### The Tower One-Man 2-Saw Trimmer

Produces boards with square ends and of standard lengths, which is what buyers are demanding, more and more.

Not only does trimming improve the appearance of your lumber and enhance its value, but it enables you to avoid paying freight on waste ends. The "TOWER" One-man 2-saw Trimmer, Small Size, enables one man to easily trim the output of a mill cutting up to 30,000 feet in ten hours.

Our printed matter gives logical reasons why our trimmers will do more work in a given length of time than any other machines of their class on the market, and that with less fatigue to the operator.



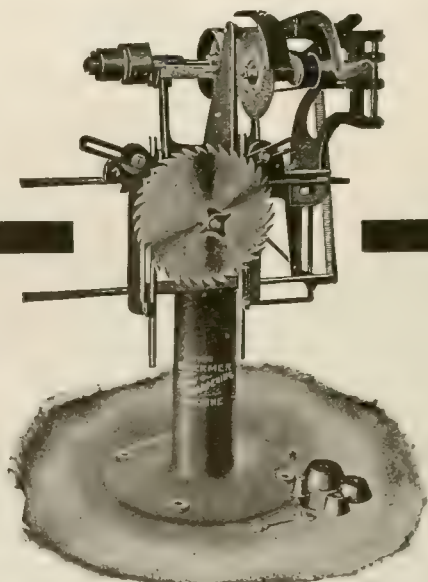
Do not forget that we are also the leading manufacturers of edgers in the world, making a specialty of the well-known

"TOWER" 32-INCH EDGER, NEW MODEL, especially designed for mills cutting not to exceed 20,000 feet in ten hours, which is pronounced by experts to be ABSOLUTELY THE BEST GANG EDGER FOR SMALL MILLS ON THE MARKET.

Another of our products is the celebrated GORDON HOLLOW BLAST GRATE ("An Enormous Blacksmith's Forge"), the only successful because only "tuyere" hollow blast grate. It is a wonderful promoter of combustion.

**THE GORDON HOLLOW BLAST GRATE CO.**  
GREENVILLE, MICHIGAN

The Largest Manufacturers of Blast Grates, Edgers and Trimmers in the World



## THE BEST MACHINE IN THE BUSINESS "Blackmer Improved No. 2" Saw Sharpening Machines

We make numerous other types

Write for Descriptive Circular and Quotations

**CROWN IRON WORKS**  
MINNEAPOLIS, MINN.



New  
Standard  
54 Inch  
Band  
Resaw

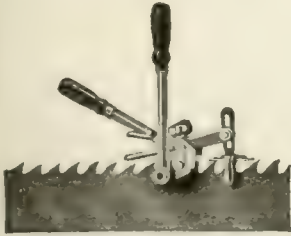
# MERSHON

## BAND-RESAW SPECIALISTS

25 MODELS  
ADAPTED TO  
EVERY REQUIREMENT

Wm. B. Mershon & Co., Saginaw, Mich., U.S.A.

# Hanchett's Saw Swages



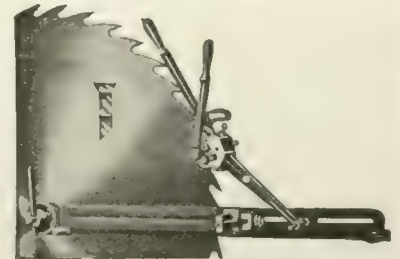
Band Saw Swage

Simple in Construction  
Easy to Adjust  
Strong and Durable  
Send for 1907 Catalog, No. 10  
It Tells You All About Them

Manufactured by

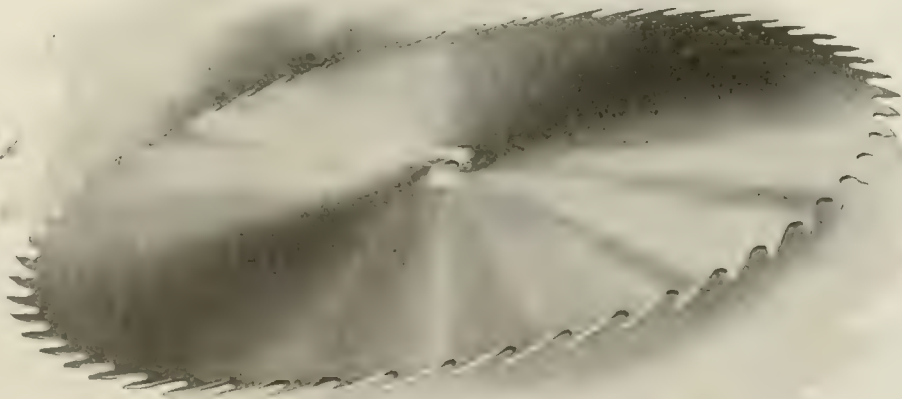
**Hanchett Swage Works**

BIG RAPIDS, MICHIGAN



Circular Saw Swage with Bench Attachment

FINEST  
ON  
EARTH



ATKINS  
ALWAYS  
AHEAD

IT MEANS MONEY TO YOU.

BETTER LUMBER AND MORE OF IT

# ATKINS SILVER STEEL SAWS

THE STURDY—TRUSTY—QUALITY LINE OF THE WORLD

**E. C. ATKINS & CO., Inc.**

Canadian Factory

HAMILTON, ONTARIO

THE SILVER STEEL SAW PEOPLE

BRANCHES:

Home Office and Factory

INDIANAPOLIS, INDIANA

NEW ORLEANS

ATLANTA  
NEW YORK

CHICAGO  
PORTLAND, ORE.

MEMPHIS  
MINNEAPOLIS  
SAN FRANCISCO

SEATTLE



# COLUMBUS CLEVELAND

HARDWOOD DISTRIBUTING CENTERS OF OHIO.

## The General Lumber Co.

Manufacturers

**Yellow Pine, White Pine  
Hemlock and Hardwoods**

**COLUMBUS, OHIO**

## The Robert H. Jenks Lumber Company

44 Euclid Ave.

Cleveland, O.

### OFFERS:

5 Cars 4/4 1st and 2nd Poplar—7" to 17"  
4 Cars 4/4 1st and 2nd Poplar—18" to 23"  
3 Cars 4/4 Poplar Box Boards—7" to 12"  
10 Cars 4/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 No. 2 Common Poplar  
3 Cars 4/4 No. 3 Common Poplar  
2 Cars 5/4 No. 1 Common Poplar (Selects in)  
8 Cars 8/4 No. 1 Common Poplar (Selects in)  
10 Cars 4/4 1st and 2nd White Oak  
15 Cars 4/4 1st and 2nd Red Oak  
15 Cars 4/4 No. 1 Common Red Oak  
10 Cars 4/4 No. 1 Common White Oak  
10 Cars 4/4 No. 2 Common White Oak  
20 Cars 4/4 Mill Cull Oak  
3 Cars 4/4 Common and Better Chestnut  
1 Car 6/4 Common and Better Chestnut  
4 Cars 4/4 No. 1 Common Chestnut  
5 Cars 5/4 Sound Wormy Chestnut  
5 Cars 6/4 Sound Wormy Chestnut  
10 Cars 4/4 Sound Wormy Chestnut  
10 Cars 8/4 Sound Wormy Chestnut

## H. C. CREITH & CO. Hardwood Lumber

Can quote special prices on  
300,000 feet 4-4 Furniture Oak.  
100,000 feet 6-4 Sound Wormy Chestnut.  
50,000 feet 4-4 Log Run Birch.

**919 Columbus Savings and Trust Co. Building  
COLUMBUS, OHIO.**

### ARE YOU LOOKING FOR TIMBERS?

Any thickness, any lengths in  
OAK, LONG AND SHORT LEAF YELLOW PINE AND FIR  
Full line of **HARDWOODS.** Write us.

**POWELL LUMBER CO., :: Columbus, O.**

### S. C. MAJOR LUMBER COMPANY

WHOLESALE

**Southern Hardwoods**

MEMPHIS, TENN.

.. THE ..

## CRESCENT LUMBER CO.

MANUFACTURERS OF

**Hardwood Lumber**

MARIETTA, O.



### J. M. CARD LUMBER COMPANY

CHATTANOOGA, TENN.

Manufacturers, Wholesalers, Exporters

OAK—POPLAR—ASH—GUM—DIMENSION STOCK AND  
OTHER HARDWOOD LUMBER

### CASE-FOWLER CO.

CHATTANOOGA, TENN.

Manufacturers and  
Wholesalers of

**HARDWOOD**

and

**YELLOW PINE LUMBER**

### LANGSTAFF-ORM MFG. CO.

INCORPORATED

Long White Oak Timbers up to 55 Feet  
Oak, Gum and Hickory Yard Stock

PADUCAH,

KENTUCKY

# MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

## EXPORT AND DOMESTIC

Band-Sawed Hardwoods, Oak, Ash, Cottonwood, Poplar, Tupelo and Red Gum  
SPECIALTY: THIN OAK and GUM

G. A. FARBER Tennessee Trust Building MEMPHIS, TENN.

F. B. Robertson, Pres.  
S. B. Anderson, Vice Pres

Geo. W. Fooshe, Secretary.  
C. J. Tully, Treasurer.

### ROBERTSON-FOOSHE LUMBER COMPANY

Manufacturers and dealers in high grade HARD WOOD LUMBER.  
We make a specialty of mixed cars, rough or surfaced.

Office and Yards: N. SECOND ST. & I. C. R. R., MEMPHIS, TENN.

## SOUTHERN HARDWOOD LUMBER CO. (Inc.)

625-26 Memphis Trust Bldg.,  
Memphis, Tenn.

Specialty: Thin Plain and Quartered Oak and Gum.

## HYDE LUMBER COMPANY

Wholesale dealers in Oak, Ash, Cypress, Gum, Cottonwood and Elm. Main office, South Bend, Ind. Office and Yards, North Memphis.

MEMPHIS - - TENN.

## Florence Pump & Lumber Co.

(Incorporated)

Main Factory  
and Office

Memphis, Tenn.

Saw Mills:  
Memphis, Tenn.  
Mobile, Ala.

MANUFACTURERS OF

## HARDWOOD LUMBER

Colonial Columns, Veranda Columns, Balusters, Spindles, Siding, Flooring, Ceiling, Mouldings, Trim, Finish, etc. All Kinds Rough and Dressed Lumber. Send us your orders for Bay Poplar; 1,000,000 feet bone dry and ready for market in all thicknesses and grades

## J. W. Thompson Lumber Co.

Manufacturers and dealers in

### Southern Hardwoods

MEMPHIS, TENN.

We have following Hardwoods in various thicknesses and grades ready for shipment—December 1st stock list:

Ash . . . . . 750,000 ft.	Pl. White Oak . . . 300,000 ft.
Qtd. White Oak . . 100,000 ft.	" Red Oak . . . 600,000 ft.
" Red Oak . . . 150,000 ft.	Cypress . . . . . 500,000 ft.

## ANDERSON-TULLY CO.

STOCK LIST, JAN. 8, 1908,

ASH  
30,000' 4/4" No. 2 common

CYPRESS.  
16,000' 4/4" 1sts & 2ds  
150,000' 4/4" shops  
4,600' 8/4" 1sts & 2ds

COTTONWOOD  
30,000' 4/4" 1st & 2ds. 6 and 7"  
200,000' 4/4" 1sts & 2ds. 6" & up  
30,000' 4/4" 1sts & 2ds. 12"  
100,000' 4/4" 1sts & 2ds. 13" & up  
50,000' 4/4" 1sts & 2ds. 18" & up  
25,000' 5/4" 1sts & 2ds. 6" & up  
60,000' 5/4" 1sts & 2ds. 12 & 13"  
30,000' 6/4" 1sts & 2ds. 8" & up  
150,000' 4/4" No. 1 com. 13" & up

WAGON BOX BOARDS  
150,000' 9 to 12" cottonwood  
75,000' 13 to 17" cottonwood  
50,000' 13 to 17" gum

GUM  
75,000' 3/8" 1sts & 2ds. Saps 6"  
& up  
75,000' 1/2" 1sts & 2ds. Saps 6"  
& up  
80,000' 5/8" 1sts & 2ds. Saps 6"  
& up  
300,000' 4/4" 1sts & 2ds, Saps 6  
to 12"

100,000' 4/4" 1sts & 2ds. Saps  
13 to 15"  
75,000' 4/4" 1sts & 2ds. Saps  
16 to 21"  
250,000' 4x4" No. 1 common saps  
100,000' 3x8" 1sts & 2ds. Red  
6" & up  
100,000' 1/2" 1sts & 2ds. Red  
6" & up  
75,000' 5/8" 1sts & 2ds. Red  
6" & up  
75,000' 4/4" 1sts & 2ds. Red  
6" & up  
100,000' 4/4" No. 1 common.  
Red 6" & up  
500,000' 4/4" No. 2 common.  
Red & Saps

MAPLE  
18,000' 8/4" log run

WHITE OAK  
75,000' 3/8" 1sts & 2ds  
75,000' 1/2" 1sts & 2ds  
50,000' 4/4" 1sts & 2ds  
15,000' 6/4" 1sts & 2ds  
75,000' 4/4" No. 1 common

RED OAK  
100,000' 3/8" 1st & 2ds  
150,000' 1/2" 1st & 2ds  
100,000' 4/4" 1st & 2ds  
100,000' 4/4" No. 1 common

## MEMPHIS, TENNESSEE

## LEE WILSON & CO.

Wholesale Hardwood Lumber  
MEMPHIS, TENN.

We have in stock ready for shipment:

Cottonwood, 4/4 & 5/4, All Grades.  
Gum, 4/4 to 8/4, All Grades.  
Oak, Plain Red & White, 4/4 to 16/4 All Grades.  
Oak, Quartered Red & White, 4/4 to 8/4, All Grades.  
Sycamore, Plain Sawn, 4/4 to 6/4, Log Run.  
Maple, 4/4 & 8/4, Log Run.  
Tupelo Gum, 4/4, Log Run.  
Ash, 4/4 to 16/4, All Grades.  
Poplar, 4/4 to 8/4, All Grades.  
Elm, 4/4 to 12/4, Log Run.  
Walnut, 4/4, All Grades.  
Cypress, 4/4 to 8/4, All Grades.

We cater to the factory trade especially.

Write us your wants; we answer all inquiries promptly.  
Band Mills: Wilson, Ark.; Armorer, Ark.; Marked Tree, Ark.

## Bennett Hardwood Lumber Company & Memphis, Tenn.

WE MAKE A SPECIALTY OF

## GUM

In thicknesses of 3-8", 1-2" 5-8", 3-4".



# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## A. M. Turner Lumber Co.

UNION BANK BUILDING  
PITTSBURGH, PA.

### QUARTERED OAK

POPLAR, GUM, WHITE  
PINE AND

### YELLOW PINE

And Everything in Lumber

## THE NICOLA LUMBER CO.

Hardwoods, Hemlock, Pine, Cottonwood and  
Gum. All Grades for Quick Shipment.  
Kindly send in your inquiries.

Plain and  
Quartered

### Oak Flooring

Red and  
White

Can Ship in Mixed Cars with Worked  
POPLAR OR HARDWOODS

## The International Hardwood Company

Mill and Yards  
CATLETTSBURG, KY.

General Offices,  
PITTSBURG, PA.

## STOCK LIST

9 cars 4/4 White Pine Box Boards	3 cars 2x6-10 Hemlock
2 " 2x4-12 Hemlock	3 " 2x6-12 "
6 " 2x4-14 "	5 " 2x6-14 "
5 " 2x4-20 "	2 " 1x12-10 S1S "

Write us about the above. It will be like taking a dead mouse from  
blind kitten.

## BABCOCK LUMBER COMPANY

ASHTOLA, PA.

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## All Lumbermen, Attention!

We do what you can't do.

We measure your stumpage correctly.

We make your maps correctly.

Bank references: Asheville, N. C.

**C. A. Schenck & Co.** Pisgah Forest,  
North Carolina.

## DRY STOCK

### Ready for Quick Shipment

2 cars 1x18 to 23" panel and No. 1 poplar
6 " 1" 1st and 2nds poplar
6 " 1" No. 1 common poplar
6 " 1" No. 2 common poplar
8 " 1" mill cull poplar
2 " 1x18" and up panel and No. 1 cottonwood
5 " 5/4 No. 1 common cottonwood
15 " 1x13 to 17" box boards cottonwood
20 " 1x8 to 12" box boards cottonwood
19 " 1x13 to 17" 1st and 2nds cottonwood
21 " 1x13 to 17" No. 1 common cottonwood
20 " 1x6 to 12" 1st and 2nds cottonwood
15 " 1x4" and up No. 1 common cottonwood
20 " 1x4" and up No. 2 common cottonwood
15 " 4/4 1st and 2nds plain red and white oak
24 " 4/4 No. 1 common plain red and white oak

**American Lumber & Mfg. Co.**  
PITTSBURG, PA.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Bruckman Lumber Co.

### Allegheny, Pa.

Largest and best assorted stock  
of Dry Hardwoods in Western  
Pennsylvania.

Maple and Oak Flooring a Specialty

## C. P. CAUGHEY LUMBER CO.

Publication Bldg., PITTSBURG, PA.

Oak and Yellow Pine Bills Cut to Order.

50M 4-4 Maple, L. R. M. C. O. 50M 4-6-8 and 12-4—1 and 2  
200M 8-4 " " " " " Plain Sawed White Oak.  
50M 8-4 Mill Cull Hardwoods. 100M 8-4 6" and up 2d growth  
30M 8-4 Oak Mill Culls. White Pine.  
50M 4-4 S. W. Chestnut. 200M 2" Yellow Pine, 6" to 12".

Hickory Wagon Stock.

Mine Lumber, Ties and Rails.

Yellow Pine Heading and Staves.

PROMPT SHIPMENTS. CORRESPONDENCE SOLICITED

## ACORN LUMBER COMPANY

Manufacturers and Jobbers

PITTSBURGH, PA.

White Oak, Poplar, Chestnut, Spruce, Ash,  
Cottonwood, Gum, Basswood, Hickory  
and Maple

Boxing and Grating Lumber a Specialty

## Mead & Speer Company

PITTSBURG, PA.

Oak, Poplar and Hardwoods  
Car Stock and R. R. Timbers

MILLS { JENNINGS, W. VA.  
CATLETTSBURG, KY.

## J. C. Moorhead Lumber Co.

FARMERS BANK BLDG., PITTSBURG, PA.

Manufacturers of

Oak, Poplar, Chestnut, White Pine

Band and Circular Sawn Stocks  
Planing Mill Facilities

PROMPT SHIPMENTS WRITE US FOR PRICES

## HENDERSON LUMBER CO.

Commonwealth Bldg.

PITTSBURG, PA.

## HARDWOODS

MINE LUMBER  
a Specialty.

For Sale Now  
800,000 ft. 4 and 8-4 Oak  
For Shipment on Grade  
4 and 6-4 S. W. Chestnut  
4-4 Log Run Ash



## R. CONNOR CO.

WHOLESALE MANUFACTURERS

Wisconsin  
Hardwood

PINE AND HEM-  
LOCK LUMBER

Mills at  
Auburndale, Wis., on W. C. R. R.  
Stratford, Wis., on C. & N. W. R. R.

Marshfield, Wis.

## Keys-Fannin Lumber Company

Manufacturers of Band  
and Circular Sawn

## SOFT YELLOW POPLAR

Plain and quartered red and white Oak, Hemlock,  
Bass and Chestnut. Give us a trial.

Herndon, Wyoming Co., W. Va.



LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## BUILT-UP PANELS FOR FURNITURE MANUFACTURERS

We can furnish you 2, 3, or 5-Ply Panels in Quartered Oak, Mahogany, Plain Oak, Ash, Elm, Birch, Maple or Basswood, and guarantee same in every respect. We use high-grade Glue in our work, and our Veneers are thoroughly dry and our Machinery up-to-date.

We manufacture high-class Panels for Commode and Dresser tops, Commode and Dresser end Panels, Drawer bottoms, glass backs, case backs, foot and head board panels for beds, etc.

If you wish to buy Panels that are **Right and Will Stay Right**, give us a chance to figure with you and submit samples and prices.

**THE CORHAM BROS. CO.**  
MT. PLEASANT, MICH.

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

will not come to pieces after they are in the furniture

Do you see the point 

Submit your wants and let us make you happy

### The Cadillac Veneer Company

MANUFACTURERS OF

TWO, THREE AND FIVE PLY

## PANELS

AND ROTARY CUT STOCK

**Cadillac . . . Michigan**

WRITE FOR PRICES

### Great Lakes Veneer Co.

ROTARY CUT

## VENEERS AND THIN LUMBER

MUNISING

MICHIGAN

### SEDRO VENEER CO.

ROTARY CUT VENEER

Our Specialty

## Pacific Coast Cottonwood

For Drawer Bottoms, Panel Stock, Egg Cases, Etc.  
Has no equal.

SEDRO=WOOLLEY, - - WASHINGTON

### PARK FALLS MANUFACTURING CO.

Park Falls, Wis.

Manufacturers of Rotary Cut Veneer and Thin Lumber, from Birch, Basswood, Elm and Maple Logs.

Write Us for Prices

### Paducah Box & Basket Co.

Paducah, Ky.

## VENEERS

Red Gum Yellow Poplar Cross Banding Center Stock

### Michigan Logging Wheels

Have Made More Than 1,000 and Know How.



Standard for a Quarter Century

Cheap and easy logging.  
Write for circular & prices.

S. C. OVERPACK

MANISTEE MICH.

### We Manufacture All Kinds of High-Grade Circular Saws

Shingle Saws  
Heading Saws  
Grooving Saws  
Edger Saws  
Bolting Saws  
Concave Saws  
Trimmer Saws  
Gang Saws  
Drag Saws, Etc.



Also Dealers in Saw Swages and General Saw Mill Supplies

Write for our new Catalog and Discounts

Special attention given to Saw Repairing

**Michigan Saw Co.** 101 to 109 Germania Avenue **Saginaw, Mich.**

LEADING

# VENEER

MANUFACTURERS

OF THE U. S.

## BIRD'S EYE MAPLE

Our Specialty

3,000,000 Feet ——— For 1908 ——— = 3,000,000 Feet

At Reasonable Prices

MADE AND DRIED RIGHT AND WHITE

Samples Furnished on Application

MAHOGANY QUARTER SAWED OAK FIGURED WOODS

Let Us Quote You Prices

HENRY S. HOLDEN VENEER CO.

STATION A. - - GRAND RAPIDS, MICH.

## The Louisville Veneer Mills

MANUFACTURERS OF

### VENEERS THIN LUMBER PANEL STOCK

LOUISVILLE

KENTUCKY

## ST. LOUIS BASKET & BOX CO.

### Panels, Backing, Bottoms

One, Two, Three and Five Ply. Any thickness.  
Crossbanding, Core Stock and Veneer Wrapping.  
We can give you the service you are looking for.

IT PAYS TO ENQUIRE. WE ARE FROM MISSOURI AND CAN SHOW YOU  
ST. LOUIS, MISSOURI

## Underwood Veneer Co.

WAUSAU, WIS.

### VENEERS PANELS

We are the pioneers in the manufacture of Veneers and Built-up Wood and the largest producers of Native Wood Veneers in the State.

Owing to our long experience our grade is of the highest quality.

Three and five ply Panels a specialty.

Send us your specifications.

## GOSHEN VENEER COMPANY

MANUFACTURERS OF

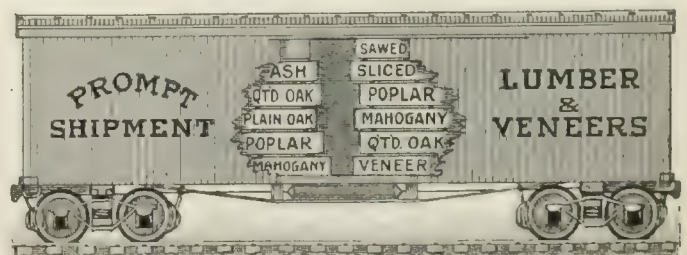
### Flat Panels, Tops

AND

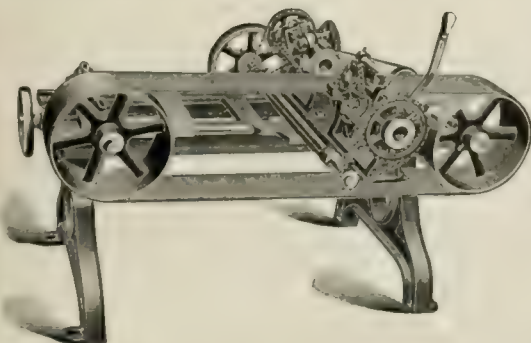
### Cross Banding

GOSHEN

INDIANA



FROM THE  
MANUFACTURERS  
**MARKLEY & MILLER**  
CHICAGO



This cut shows the

## Ober Patent Automatic Sander

For sanding Fork, Hoe, Rake, Mop and Broom Handles and all similar work.

**Simple — Great Capacity — Durable**

We also manufacture Lathes for turning Handles, Spokes and Variety Work, Shapers, Boring and Chucking Machines, Rip Saws, etc.

Complete Catalogue and Price List Free.

## The Ober Manufacturing Co.

28 BELL STREET, CHAGRIN FALLS, OHIO, U. S. A.



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## We Want to Move the Following:

50 M feet 1 inch No. 1 Com. and 1s and 2s Ash.  
 100 M feet 1 inch 1s and 2s Plain Birch.  
 50 M feet 1½ inch 1s and 2s Plain Birch.  
 50 M feet 1½ inch 1s and 2s Plain Birch.  
 100 M feet 2 inch No. 1 Com. and 1s and 2s Rock Elm.  
 1 car 2 inch 1s and 2s Red Birch.  
 1 car 3 inch No. 1 Com. and 1s and 2s Unselected Birch.

Our prices are right. Let us hear from you.

## Wheeler-Timlin Lumber Co.

Mill at Kennan, Wis.

WAUSAU, WIS.

## WE WISH TO MOVE

### Several Cars

We are Making Attractive Prices

5, 4 and 6 4 Basswood, Log Run.  
 2 inch Rock Elm, Log Run.  
 6/4 Red Elm, No. 1 Common and Better.

We Have Well Assorted Stocks

Red and White Oak — Birch — Maple  
 Pine and Hemlock

Orders Filled Promptly. Ship Over Any Road.

Steven and Jarvis Lumber Co., Eau Claire

## Vollmar & Below Company

MARSHFIELD, WISCONSIN

## Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

## DEAL WITH AN OLD, RELIABLE FIRM

WHEN IN NEED OF

## WISCONSIN HARDWOODS

"Shakeless" Hemlock and White Cedar Products.

Orders for Grain Doors, Box Shooks and other  
 Special Bills promptly executed.

Standard Grades, Good Mill Work and Quick Deliveries Guaranteed.

JOHN R. DAVIS LUMBER COMPANY

PHILLIPS, WISCONSIN

## We are prepared to furnish mixed carloads

And solicit your inquiries and orders. At present we are offering Red Birch in thicknesses, 1" to 2½" common and better, also Maple, Birch and one quarter sawed

## RED OAK FLOORING

Basswood Ceiling and Siding and Finish, also Molding

Our hardwood flooring "A. H. L." Brand, is the highest grade as to workmanship and quality.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, WISCONSIN

Saw Mill, Planing Mill and Yard at Atlanta, near Bruce, Wis. on "Soo" Line.

## SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

## FRANK CARTER CO.

MANUFACTURER

## WISCONSIN HARDWOOD

ARE YOU IN THE MARKET FOR ANY OF THE FOLLOWING:

100,000 feet 2 in. No. 2 Common and Better Rock Elm.  
 150,000 feet 1 in. No. 3 Common and Better Soft Elm.  
 200,000 feet 1 in. No. 3 Common and Better Red Oak.  
 50,000 feet 1 in. No. 1 Common and Better Butternut.  
 75,000 feet 1 in. No. 3 Common and Better Maple.

IF SO, WRITE US TODAY, AS OUR PRICES ARE RIGHT

We Have a Full and Complete Stock of Wisconsin Hardwood.

ORDERS PROMPTLY  
 FILLED

General Offices:  
 MENOMONIE, WIS.

*Ingram Lumber Co.*  
 WAUSAU, WIS.

We have the following amounts of thoroughly seasoned stock ready for immediate shipment

11,000 ft. 1½ in. No. 2 Common Plain Birch.	}
30,000 ft. 1 in. First and Second Red Birch.	
2,500 ft. 2 in. First and Second Red Birch.	
40,000 ft. 1 in. No. 1 Common Red Birch.	
22,000 ft. 1 in. End Dried White Birch.	
45,000 ft. 1½ in. No. 1 Com. & Bet. Plain Birch.	
400,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.	
300,000 ft. 1 in. No. 1 Com. & Bet. Plain Birch.	
50,000 ft. 1 in. No. 3 Common Plain Birch.	
100,000 ft. 1 in. No. 3 Common Maple.	
45,000 ft. 1 in. No. 2 Com. & Bet. Soft Maple.	
20,000 ft. 1 in. No. 2 Com. & Bet. Red Oak.	
15,000 ft. 1 in. No. 1 Common Basswood.	
15,000 ft. 1 in. No. 1 Common & Better Bass.	

Send Us Your Orders

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## F. Slimmer & Company

Hardwood  
Lumber

Office and Yard :  
65 W. Twenty-second St.

CHICAGO

## Estabrook-Skeele Lumber Company

Manufacturers and Dealers in

**Oak, Ash, Gum, Cottonwood, Wagon  
Stock and Other Hardwoods**

In the market for round lots of Hardwood and  
Wagon Stock. Write us before selling.

**Fisher Building, CHICAGO**

## KELLEY, MAUS & CO.

Make a Specialty of

High Grade

Hickory  
Ash  
Oak  
Poplar

**Lumber**

Rough and Finished Wagon Stock and Dimension

Yards and  
Offices

**Ashland Avenue & 24th Street**

## P. G. DODGE LUMBER CO. CHICAGO

WE WANT TO MOVE

100,000 feet 5-4 Common and Better Red Oak

100,000 " 6-4 " " " " "

50,000 " 4-4 Sap Poplar.

**MILLS AND YARDS IN TENNESSEE**

## R. A. HOOTON LUMBER CO.

First National Bank Building

**Wanted** { 500,000 to 1,000,000 ft., 1 in. Log Run Gum.  
100,000 to 200,000 ft., 1 in. 1sts and 2nds Plain Red Oak.

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## THE GILLESPIE-REYNOLDS COMPANY

Lumber and Seward Streets

All kinds of Northern Hardwoods. Send us your  
inquiries.

## I WANT TO BUY

4/4 RED OAK AND 4/4 SAP GUM.  
ALL GRADES

**A. W. WYLIE,**

1101 FISHER BUILDING  
CHICAGO, ILLS.

## McCauley-Saunders Lumber Co.

Manufacturers and Wholesale Dealers

BAND SAWED **RED CYPRESS**  
LOUISIANA GULF COAST

Products Exclusively

Telephone  
Harrison 4930 1703 Fisher Bldg., CHICAGO, ILL.

## E. D. MATTHEWS LUMBER CO., CAIRO, ILL.

MANUFACTURERS SOUTHERN HARDWOODS

**Lumber Cut to Order for Future Delivery**

Inquiries Answered Promptly.

## Montgomery Hardwood Lumber Co.

Crawfordsville, Ind.

OUR SPECIALTIES:

Indiana Quartered and Plain Oak, also Hickory.



# M I C H I G A N

FAMOUS FOR HARD MAPLE AND GREY ELM



**J. S. GOLDIE**  
 Cadillac, :: Michigan.  
 Arkansas Yellow Pine,  
 Michigan Hardwood and Hemlock.  
 Correspondence Solicited Especially on  
 White Maple.

## McCormick - Hay Lumber Co. Hardwood Lumber

Yards { Saginaw, W. S., Mich.  
 Little Rock, Ark.

Office:  
 Saginaw, W. S., Mich.

MICHIGAN ROCK MAPLE  
 BIRCH, BEECH AND BASSWOOD

## LUMBER

Shipments  
 By Rail or Cargo **BOYNE CITY LUMBER CO.**  
 Sales Dept. W. H. White Co., Majestic Bldg., DETROIT, MICH.

**S. L. EASTMAN FLOORING CO.**

SAGINAW BRAND

## MAPLE FLOORING

SAGINAW, MICH.

## Gibbs, Hall & Allen Co.

611-612 Murray Bldg.,  
 GRAND RAPIDS, MICH.,

SOLICIT YOUR INQUIRIES FOR

**Northern Michigan Hardwood Lumber**

Choice grades and prompt shipments.

## The North Shore Lumber Co.

THOMPSON, MICHIGAN

MANUFACTURERS

## Michigan Hardwoods

HEMLOCK AND CEDAR PRODUCTS

Selected end-piled White Maple and Red Birch our specialty.  
 Rail and Water Shipments.

## "WHITE" ROCK MAPLE FLOORING

WORKMANSHIP UNEXCELLED  
 GRADING UNIFORM and RIGHT  
 PRICES WORTH YOUR CONSIDERATION

WRITE US FOR PRICES AND OUR PLAN FOR SUPPLYING CARLOADS AND LESS DELIVERED

**W. H. WHITE CO. MAJESTIC BUILDING DETROIT, MICH.**

We manufacture our own timber, and every operation from stump to finish is under our personal supervision. Our saw mills and factory are located where the timber grows.

## MAPLE FLOORING

KILN DRIED

BORED

POLISHED

A sample car for comparison will convince you that our product is right.

HOLLOW

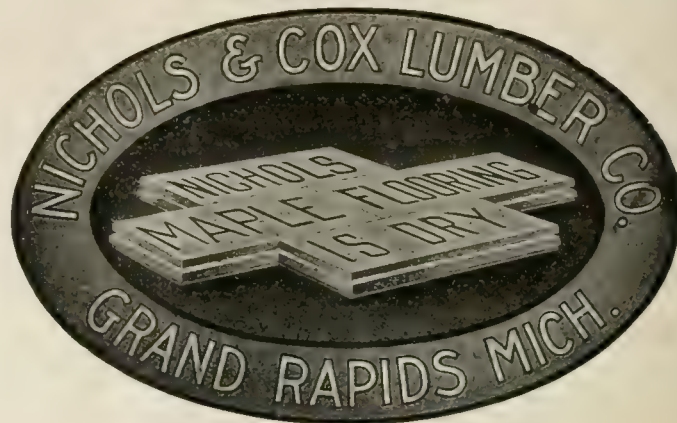
BACKED and

BUNDLED

**The Manistee Planing Mill Co.**

Manistee, Mich.

Manufacturers



# M I C H I G A N

FAMOUS FOR RED BIRCH AND BASSWOOD

## MICHIGAN ROCK MAPLE

### DRY STOCK

4-4 to 6-4 1s and 2s End Dried White.....	104M
4-4 to 6-4 No. 1 Common End Dried White.....	15M
4-4 to 8-4 1s and 2s Cross Piled White.....	130M
4-4 to 16-4 1s and 2s Regular.....	450M
4-4 to 16-4 No. 1 Common Regular.....	175M
4-4 to 16-4 No. 2 Common Regular.....	43M
4-4 to 12-4 Hardwood Culls (Largely Maple).....	325M

READY FOR PROMPT SHIPMENT

**BRIGGS & COOPER CO., Limited**  
NORTHERN AND SOUTHERN HARDWOODS

SAGINAW, MICH.

MEMPHIS, TENN.

## SALLING, HANSON CO.

MANUFACTURERS OF

## Michigan Hardwoods

GRAYLING, MICHIGAN

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

## Northern and Southern Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Orndorff, W. Va., Heaters W. Va., and Parkersburg, W. Va.

## OUR SLOW METHOD Of Air Seasoning and Kiln Drying

1 X L POLISHED

## ROCK MAPLE FLOORING

Enables us to offer you an excellent and superior product—  
One which has stood the test 20 years.

WRITE TODAY FOR PRICES AND BOOKLET

## Wisconsin Land & Lumber Co.

Hermansville, Michigan

## "Chief Brand" Maple Flooring

Will commend itself to you and your trade on its merits alone. \* Comprises all the features desirable in good flooring. † Made by the latest, most approved machinery methods and best skilled labor. ‡ We believe we can make it to your interest to handle our "Chief Brand" and will appreciate your inquiries.

## Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

## J. S. WEIDMAN

MANUFACTURER OF

## Hemlock and Hardwoods

WEIDMAN, MICHIGAN

## DENNIS BROS.

GRAND RAPIDS, MICHIGAN

207 MICHIGAN TRUST BLDG.

## Lumber and Hardwood Flooring

Our NATIONAL Hardwood Flooring in Maple, Birch and Beech is the best that modern machinery can produce.

! Write us for prices on RED BIRCH, WHITE MAPLE and every kind of Michigan Hardwood Lumber.



# CINCINNATI

THE GATEWAY OF THE SOUTH

## BENNETT & WITTE

Manufacturers of Lumber

**Oak—Ash—Elm—Gum—Cypress  
and Cottonwood**

Branch  
MEMPHIS, TENN.

Main Office  
CINCINNATI, O.

**We have a stock and ship Straight Grades  
Domestic and Export**

## W. H. & G. S. STEWART

**Hardwood Lumber**

CINCINNATI, OHIO

**Specialty—Quartered Oak**

# C. CRANE & COMPANY

MANUFACTURERS

**Poplar, Oak, Ash, Chestnut, Sycamore,  
W. Va. Spruce, Pine and Elm**

YEARLY CAPACITY 100,000,000 FEET

LONG BILL STUFF A SPECIALTY

Mills and Yards: CINCINNATI, OHIO

## THE MALEY, THOMPSON & MOFFETT CO.

Always in the Market for  
**BLACK WALNUT LOGS,  
SELECTED WHITE OAK LOGS,  
LUMBER OF ALL KINDS.**

CINCINNATI, : : : OHIO

## The Stearns Company

MANUFACTURERS OF

**Northern and Southern  
HARDWOODS**

Grand Rapids, Mich.

Cincinnati, O.

## THE K. AND P. LUMBER CO.

CINCINNATI, OHIO

**Buys and Sells: Walnut, Oak, Poplar, Chestnut**

## The Wm. H. Perry Lumber Co. HARDWOOD MANUFACTURERS

**Oak, Chestnut, Poplar, Ash, Hickory, Etc.**

ALSO YELLOW PINE AND OAK TIMBERS

Mills in Tennessee and Alabama

Offices, 1821 Gilbert Ave., CINCINNATI

## The Pratt-Worthington Co.

CROFTON, KENTUCKY

MANUFACTURERS OF

**SAWED FELLOES AND HOUNDS**

Send us your 1908 Want List.

## THE ROY LUMBER CO.

NICHOLASVILLE, KY.

**Poplar :: Oak :: Chestnut**

High Grade, Well Manufactured Stock.

# CINCINNATI

THE GATEWAY OF THE SOUTH



## WE OWN

and operate our own mills,  
they are new and the best.

Two million feet on sticks,  
4, 4, 5, 4, 6, 4 and S 4 Plain  
Oak, Chestnut,  
Ash, Walnut,  
Poplar, Bass-  
wood.

Send us your  
inquiries.

Mercantile Library Building, Cincinnati, Ohio

## Don't Fail to Write Us When in the Market for Cottonwood, Gum, Poplar

Wide and Narrow

### Box Boards

We Also Have Large Quantities of

## Oak, Chestnut, Ash, Pecan

ALL GRADES

T. B. Stone Lumber Co., Cincinnati, Ohio



### THE FREIBERG LUMBER CO.

Manufacturers of

**Tabasco Mahogany  
Walnut, Oak**

Poplar, McLean and Findlay Aves.  
CINCINNATI, O.

## MOWBRAY & ROBINSON

SPECIALISTS IN

## OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR  
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS  
SIXTH ST., BELOW HARRIET

CINCINNATI

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS., CINCINNATI, O.

## WANTED

## POPLAR and GUM

SEND LIST OF DRY STOCK. WILL CONTRACT FOR  
MILL CUTS.

KENTUCKY LUMBER COMPANY

CINCINNATI, OHIO

### "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



### THE FARRIN-KORN LUMBER COMPANY

General Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
Cypress Red Gum Oak

### LOEVENHART & CO.

Nashville, Tenn.

## POPLAR, ASH, OAK, CHESTNUT

LET US QUOTE YOU

Straight or mixed cars.

We are not brokers.

# THE WIBORG & HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

## White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.



# INDIANA

WHERE THE BEST HARDWOODS GROW

## Three Mills in Indiana

FORT WAYNE INDIANAPOLIS LAFAYETTE

Biggest Band Mill in the State  
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES  
Everything from Toothpicks to Timbers

## Perrine-Armstrong Co.

FORT WAYNE, - - - - - INDIANA

## DRY STOCK LIST

850,000 feet 4/4, Plain White Oak.  
680,000 feet 4/4, Plain Red Oak.  
60,000 feet 5/4, Plain Red Oak.  
45,000 feet 6/4, Plain Red Oak.  
1,250,000 feet 4/4, Sap Gum.  
360,000 feet 4/4, Red Gum.  
60,000 feet 5/4, Red Gum.

## Greer-Wilkinson Lumber Co.

Indianapolis, Ind.

## Black Walnut & Plain Oak

C. J. FRANK

LOGANSPOUT, IND.

## ALWAYS IN THE MARKET

For choice lots of hardwoods.  
Walnut our specialty.  
Inspection at Mill Points.

## The Walnut Lumber Company

Indianapolis, Indiana

## D'Heur & Swain Lumber Company

MANUFACTURERS AND WHOLESALERS

OUR SPECIALTY

## Quartered Oak and Sycamore

SEYMOUR, IND.

## JANUARY STOCK SHEET

## J. V. STIMSON, Huntingburg, Ind.

J. V. STIMSON & CO., Owensboro, Ky.

Plain White Oak, 5/8 to 12/4 thick

" Red " 4/4 to 8/4 "

Qtd. White " 3/8 to 8/4 "

" Red " 4/4 to 8/4 "

Red Gum, - 4/4 thick, all grades.

Elm, Hickory, Ash, Cherry, Poplar, Maple and Cottonwood,  
bone dry. Write us any time.

## JANUARY STOCK LIST

75,000 ft. 1 in. C. & B. Plain Red Oak  
50,000 ft. 5-4 C. & B. Plain Red Oak  
60,000 ft. 6-4 C. & B. Plain Red Oak  
100,000 ft. 2 in. C. & B. Plain Red & White Oak

## Long-Knight Lumber Co.

INDIANAPOLIS, IND.

## C. I. Hoyt & Company

MANUFACTURERS OF

Quartered and Plain Oak, Poplar, Ash  
and Chestnut

A FEW CARS OF 4-4 AND 8-4 POPLAR

PEKIN, INDIANA

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.

Will receive and inspect stock at shipping point.

P. O. Box 312. MEMPHIS. TENN.

940 SENECA STREET.

## FRANK W. VETTER

Dealer in all kinds of HARDWOOD LUMBER.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET.

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

896 EAGLE STREET



# Vansant,

MANUFACTURERS OLD-FASHIONED  
SOFT YELLOW  
POPLAR

5-8 AND 4-4  
IN WIDE STOCK.  
SPECIALTY

## Kitchen &

Ashland, Kentucky

## Company

# Lamb-Fish Lumber Co.

SUCCESSORS TO LAMB HARDWOOD LUMBER COMPANY, BACON-NOLAN HARDWOOD COMPANY GUIRL-STOVER LUMBER COMPANY

Manufac-  
turers

**OAK, ASH, COTTONWOOD, GUM  
AND CYPRESS**

MAIN OFFICE: 720 MEMPHIS TRUST BUILDING, MEMPHIS, TENN.

Three Band Mills { Memphis, Tenn.  
Chancy, Miss.  
Stover, Miss.

Our Specialties { Well Manufactured Stock  
Good Grades  
Prompt Shipments

# GILCHRIST-FORDNEY CO.

**Everything in Mississippi  
Long Leaf Yellow Pine**

Mills: Laurel, Miss. SALES OFFICE 1406 TENNESSEE TRUST BLDG. MEMPHIS, TENN.

# YELLOW POPLAR

MANUFACTURERS  
BAND SAWED  
POPLAR  
LUMBER

ALL GRADES  
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